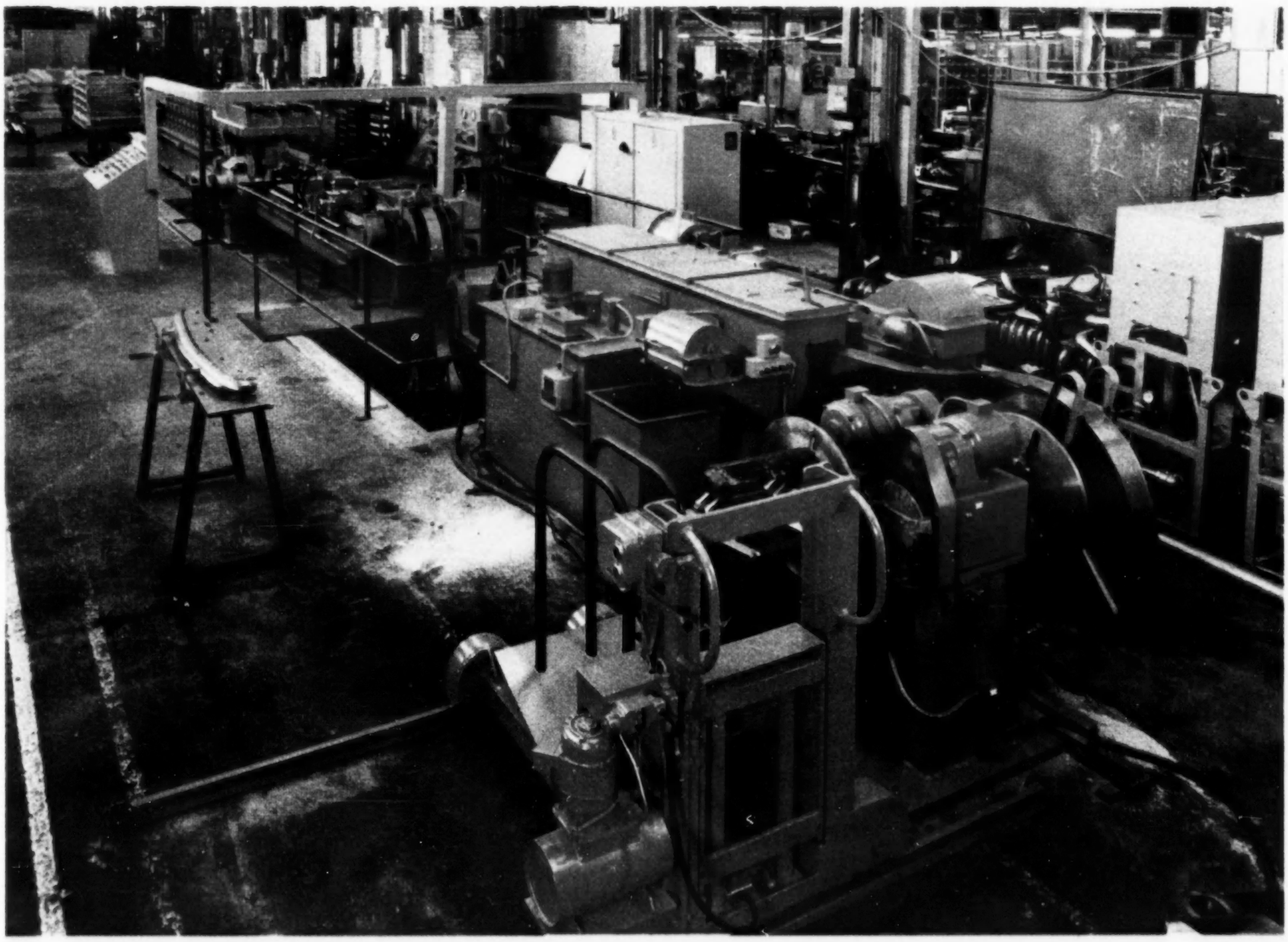
Board of Trade Journal

Volume 199, No. 3828 Published by Her Majesty's Stationery Office 29 July 1970



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Board of Trade Journal

VOLUME 199. NO. 3828. PAGES 201-248. JULY 29, 1970
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 202
Subscriptions, Advertisements, Reprints 202
Our man in Australia writes . . . 205
The Australian tariff 209
Hints to businessmen booklets 209
ECGD credits 210
'Bizz-Quiz' on trading in the Federal Republic of Germany 210
Prime Minister at NEDC 210
CBI and BNEC sponsor British businessmen for UNIDO meeting in Manila 210
Export control on live animals, meat and poultry relaxed for Northern Ireland 210
Hints to businessmen booklets 210
Abolition of 6d. stamp duty on claim forms for investment grants 211
Increased Post Office charges 211
Import deposit reduced from September 1 211
The Partnerships (Unrestricted Size) No. 3 Regulations 1970 211
BSI agreement with Underwriters' Laboratories will aid British exports 211
Business news by telephone 211
Institute of Statisticians elects Director of Business Statistics Office as chairman 211
Monopolies Commission report on refusal to supply 212
Monopolies Commission report on metal containers 212

Aviation and Shipping
New address for Mercantile Marine Office, Manchester 213
Investigation into Dan Air Comet crash 213
Mr. Corfield's visit to London Air Traffic Control Centre: correction 213
Consideration of mergers by DEP 214
First General Report of Commission on Industrial Relations 214
Report of Clothing and Allied Products ITB 214
Construction ITB reconstituted 214
Over 98 per cent of halfcrowns returned 214
Government surplus sales by auction 215
Parliamentary Answers 216
Parliamentary Answers on aviation and shipping 217
New Books 219
Visits by British Overseas Commercial Representatives 220

STATISTICS
The economy: selected indicators 221
Index of industrial production for May 1970 222
Industrial building in the second quarter of 1970 223
North Ireland index of production 223
New companies registered in Northern Ireland 223
Deliveries and orders on hand in the engineering industries 224
Australian stores choose British goods again this year i-iv
Business Monitor 225
Output of wool textile industry 227
Production in the cotton industry 227
The Bankruptcy Acts, 1914 and 1926 227
Textile and clothing industries: orders and deliveries 228
Footwear industry: orders and deliveries 228
Estimates of food consumption in the United Kingdom 228

EXHIBITIONS AND FAIRS
'Most encouraging' – Immediate sales reported from International Medical Exhibition 231
Hotel congestion in Helsinki during British Trade Drive 231
Plastics exhibition at Design Centre 231
Tel Aviv Trade Fair: Parkinson Cowan stand 231

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS
Spain and Poland. Tunisia and Austria. Italy and Norway 232
Exports Missions and Tours 235
Export Orders 237

TARIFF CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Afghanistan: Pharmaceuticals: Registration in the Afghan National Formulary 242
Australia: Alloy steel, high carbon steel and electrical steels tariff changes. New Zealand/Australia Free Trade Agreement. Tariff simplification 244
Belgium and Luxembourg: Import licensing 239
Belgium: Price freeze on instant coffee 240
Bolivia: Pharmaceutical list to be prepared 248
Dominican Republic: Import restrictions. Removal of additional consumption tax on motor cars 247
European Communities: Common agricultural policy. Rules of competition. Harmonization of legislation. Suspension of duties. Common customs tariff. Company law 238
Jamaica: Import licensing arrangements 248
New Zealand: Emergency Protection Authority inquiry into marking pens. Hard woods. Temporary Protection. Tariff and Development Board reports 243
Pakistan: Import licensing policy 241
Portugal: Drawback on anhydrous ammonia 240
Singapore: Pioneer industries 242
Sudan: Road regulations change 240
Tanzania: Import licensing regulations 241
United States: 'Cents-off' and similar reduced price promotions 248
Venezuela: Import licensing restrictions 247
Yugoslavia: New surcharge on imports 240

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

A Redman Engineering automobile line for the production of bumper blanks at the rate of 600 an hour. The unit is part of the production line for installation in the Fiat-designed car works at Togliattigrad, Russia. This line will operate in conjunction with nine Redman Series 6 Mk. 1 hydraulic bumper forming machines.

Index to Statistics published regularly in the Board of Trade Journal

A = annual; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	15 July. 1970
Industry's investment intentions (3 times a year)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	15 July 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	27 May 1970
New companies registered:	
Gt. Britain (M)	22 July 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	15 July 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	15 July 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	15 July 1970
Cinema admissions and takings (M)	22 July 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	24 June 1970
Industrial countries trade and production (Q)	6 May 1970
World exports of manufacturers (A)	7 Sept. 1969
Foreign trade of the UK:	
Direct exports	15 April 970
Unit value and volume index nos. (M)	15 July 1970
Value of overseas trade (M)	22 July 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	8 July 1970
Hairdressing trades turnover (M)	15 July 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	15 July 1970
Industrial building (Q)	This week
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	24 June 1970
N. Ireland index (M)	1 July 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	15 July 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Deliveries (Q)	13 May 1970
Production (M)	15 July 1970
Volume of production (M)	15 July 1970
Motor industry:	
Car and commercial vehicle production (M)	8 July 1970
Motor trades turnover (M)	15 July 1970
Office development permits (Q)	10 June 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	22 July 1970
Retail trades:	
Index nos. (M)	8 July 1970
N. Ireland index (M)	8 July 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	24 June 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	15 July 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	15 July 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Hosiery production (M)	24 June 1970
Wholesale houses sales (M)	15 July 1970
Wool exports (Q)	This week
Wool output (M)	This week
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	15 July 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	22 July 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	1 July 1970
Board of Trade Regional Organization	15 July 1970
British Commercial representatives overseas	15 July 1970
Customs notices of interest to exporters	1 July 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index - July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff, 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

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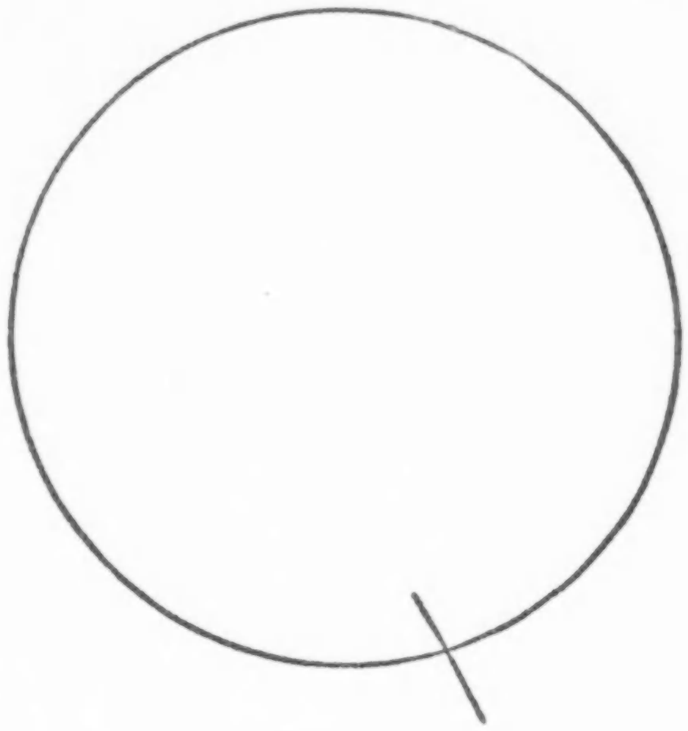

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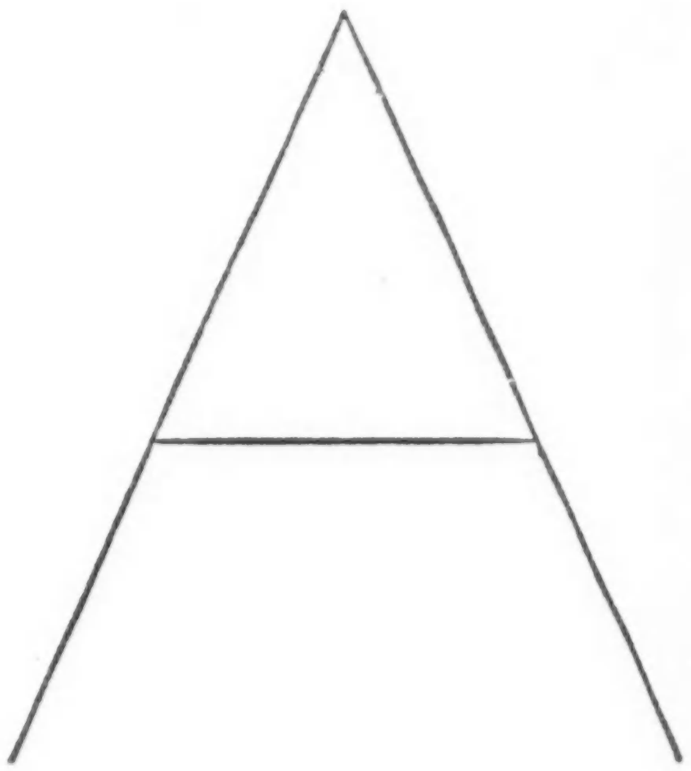

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OUR MAN IN AUSTRALIA WRITES . . .

How it looks from the other side

We had intended publishing an article on the Australian market in this issue but the following correspondence with our post in Canberra explains why we are not doing so.

CURTIS KEEBLE, MINISTER (COMMERCIAL), BRITISH HIGH COMMISSION, CANBERRA, TO EDITOR

Attached is the article I promised to let you have on the Australian market. I do not think it contains anything particularly controversial so there should be no embarrassing complaints.

EDITOR TO MINISTER (COMMERCIAL), CANBERRA

Thank you for your letter and the article. I am sorry to have to disillusion you so soon but I must tell you I have already had one embarrassing complaint. When I got your article I thought I would show it to the manager of a small but go-ahead young company that has already started to export educational supplies quite substantially – though evidently not to Australia. I went round to his office yesterday to collect your draft from him and ask him what he thought about it.

'That piece of paper about Australia?', he said, 'Yes indeed, please do take it away. Tell them to burn it or do what they like with it – but don't let them publish it. I've read about the booming market in the Solomon Islands. I've struggled to understand the tariff system in Outer Mongolia, and the export documentation procedure for Patagonia. And now here's some diplomat who thinks he can teach me how to sell in Australia. I suppose he expects me to drop everything, forget about the company's annual meeting and catch the next plane out to set up in Wagga Wagga or Widgiemooltha. Well, he can think again.

'Anyway, what has he got to say about the place? "It's a long way off". Well, I don't need to read the *Board of Trade Journal* to know that. In fact my five year old son made the point to me yesterday.

'What else? "It's a big country". Further from Sydney to Perth than London to Moscow. Well, that's no matter. It didn't take me long to go from London to Moscow last Wednesday. "Sydney is twice as big as Birmingham, so is Melbourne." Rough luck on the folk that live there, but what does he want me to do about it?

'"They've got a mining boom?" He needn't tell me. I thought I was clever selling Poseidon at $30. What's this he says? "A thousand million dollars a year of mineral sales already and two thousand million a year by 1975". Well that should line one or two pockets rather nicely. "Three hundred million dollars to develop one mine". Fine if you happen to be selling mining equipment. I wonder what they do about education? Forty million dollars for the company town must mean that the schools could use some of our educational supplies. It's a thought. I see this character thinks we're doing rather better in Australia lately having lost most of our market to the Americans and Japanese over a number of years. That's decent of him. "We earned over £300 million by selling things to Australians last year; 10 per cent up over the past 12 months". Not bad. Wouldn't mind if we could manage that in all our markets.

'But I'd like to ask this chap some questions. If we're doing so well down under how is it that old Ken Jones of Jones and Smith down the road who had a nice business in kitchenware which his father started in the twenties told me the other day his Aussie business had dried up on him?

'And how does your ruddy diplomat think I am going to find out whether there's a market for my goods out there? After Ken's experience I'm damned if I'm going to commission a market survey and pour a lot of good money down the drain just because of a twinkle in the diplomatic eye. It's expensive enough just to fly out there myself. Not sure that would do a lot of good anyway. Probably just about be finding out who the right people to meet were when I'd be due to come home.

'Then there's the problem of agents. You've got to get the right man and that's not easy. Ken Jones never had anything good to say about his. But admittedly the feilow was dead two years before Ken realised it. I suppose your diplomat friend wouldn't take the job on himself, would he? No? Pity. Not for us, I mean; for him. Trying to sell educational supplies is an education itself!

'Breaking into these markets is the trouble. How am I supposed to do that without sinking the whole year's profits into it? I'm sure that our equipment could knock spots off anything the Americans or Japanese are selling at the moment for price and design, let alone anything locally produced but convincing the wholesaler and customer is another thing, once they've got some other brand into their heads.

'Do you think we could get our diplomat to go round the schools and do some demonstrations?'

While it seemed a good thing to let our friend get all this off his chest, I naturally replied to his criticisms point by point and left him in no doubt about the various ways in which the Government's services to exporters could help him to develop his overseas business. But after this reception I am wondering whether you would not like to redraft your article to make some of the points more forcibly.

MINISTER (COMMERCIAL), CANBERRA, TO EDITOR

Thank you for your letter.

No, I do not think it's worth doing a rewrite. I rather wish, though, that your exporter had read on beyond the first few paragraphs. He would then have seen for instance, how the High Commission Offices in Canberra, Sydney, Melbourne, Perth, Brisbane and Adelaide help exporters over those very difficulties which he mentions. He is certainly correct in thinking we're not the right people to get out and sell his goods for him. That's not our job; it's his. But he's wrong to imply that we do not understand the language of businessmen and do not get out into the market. This is our job. We are in daily contact with local businessmen, and we keep Export Services Division in London closely informed on sales prospects for different commodities – including educational equipment – as he would discover if he got in touch with E.S.D.

(Continued on next page)

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His grumble about the air fare is unjustified since if he linked up with one of the BNEC trade missions that are coming out it would only cost him quarter the ordinary fare. We are having to plan fairly far ahead now, but he might well find a place on one. He certainly would not find himself caught up with a lot of official engagements. We could fix the kind of programme he would like and arrange for the right introductions before he even left England.

You might mention to him incidentally that the Industrial Council for Educational Training and Technology is sending a Market Research Mission to Australia next September to investigate the market for the who field of educational and training equipment. The Mission is being supported with official funds through BNEC and we shall be helping them with their arrangements in Australia.

The section of the article on Trade Fairs has some interest for him, too. In June/July next year there is to be an International Education and Careers Exhibition in Melbourne. This is one of the 12 Trade Fairs, mostly in specialized sectors, being held in Sydney and Melbourne between September 1, 1970 and August 31, 1971 which we have recommended for joint ventures with the Board of Trade. He has only got to read the Board of Trade's excellent Handbook I *Services for British Exporters* to see the substantial help he can get for taking part in these events. Our commercial officers also have the job of digging out new opportunities. Last year 337 pointers to major new developments in Australia and 590 specific Export Opportunities were published in the *Export Services Bulletin*. Now they are going out in the Board of Trade's Computerized Export Intelligence Service. Through this service your friend can hear of all the opportunities for selling educational supplies here – for instance eight major new projects so far in 1969. And there's no delay, the news can be on his desk within two or three days, without him having to plough through a lot of stuff he's not interested in.

On big mining projects like Mount Newman or Bougainville the company usually has to erect a school and the State Educational Authority, or in the case of Bougainville the administration buys the equipment. Our Commercial Officers are in touch with the firms like Bechtel who handle a lot of the contracts for the projects and also with the education authorities. For instance, we have just reported the latest developments on the Robe River iron ore project, but more to the point, so far as your friend is concerned, the Department of Education in South Australia have announced educational building works costing over 3.5 million Australian dollars including a technical college complex, two new primary schools, a technical high school and the first stage of an agricultural college. If your friend decided to have a crack at the market this is the kind of project his local agent would be following up.

He makes despondent noises about agents, but through the Board's Export Services Division we can suggest names of firms or individuals known to us that might suit his book very well. Incidentally I don't think he ought to be put off by the experiences of his friend Ken Jones of Jones and Smith. The fact is that we are now holding our own in this market. Our share of Australia's imports seems to be steady at about 21 per cent. Indeed we have recently forged ahead slightly at the expense of the Americans. The Australian market is wealthy ali right. But it's discriminating and goes for quality. Jones and Smith have been trying to sell the same line in kitchenware since 1945. The style isn't fashionable, to put it mildly; the locally made alternative is cheaper and looks a lot better. It so happens that we know the present agent Robinson very well. Jones and Smith never sent anyone to visit the firm nor took any interest in what they were doing. Apparently even their correspondence often came by sea mail and arrived two to three months later! David Robinson, who took over the agency when his father died three years ago, lamented to me the other day that the British seemed to have lost interest in the market. 'When I last gave a British firm an order it was two months late in delivery. They'll have to realize that the market has changed. Many of their old lines will never sell again here. We can make them better locally, but there are plenty of new items in those

(*Continued on page* 209)

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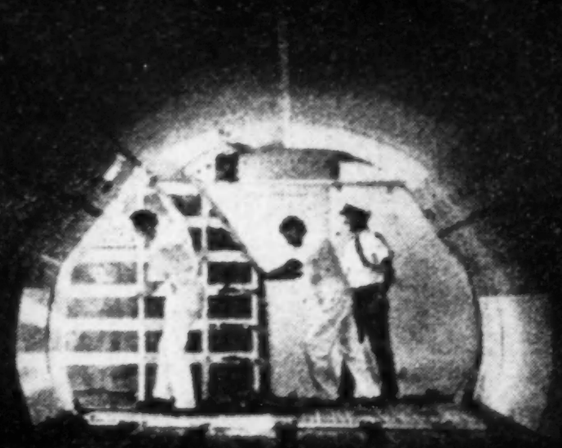

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British trade papers you sent me which I'm sure would sell well here.'

In fact he is going to put to us some of his requirements in the next few months and we shall be feeding them back to British suppliers through the new Board of Trade computer service.

So much for your friend. If he really has got a product that's saleable out here he's welcome to all the help we can give him – and that goes for any other new exporters. But of course a lot of the export business is carried out by firms who know the market. In fact the majority have been here for years. What they do not always realize is how fast it is changing in its needs, tastes and resources. Although our existing trade links, common language and technical standards give us a good start, they are of no use whatever if our sales effort is not geared to today's market.

The High Commission offices in Canberra, Sydney, Melbourne, Perth, Brisbane and Adelaide have the staff and the resources to help exporters whatever their size and whether they are experienced or not. But they should first contact the Export Services Division of the Board of Trade – who may already have most of the information they need. They should also know about the Australian British Trade Association which maintains offices in London, Canberra, Sydney and Melbourne, and specializes in tariff work as well as offering a range of other services to exporters. In Australia if they have queries about the whole country they should first go to the Sydney office of the High Commission.

Now I come to think about it I have made in this letter the very points I was trying to get over in my article. If you think that the publication of this correspondence would put them over more forcibly, you're welcome to publish it as far as I am concerned. If so, I suggest you use fictitious names and also draw exporters' attention to the addresses of our commercial posts in Australia and also that of the Australian British Trade Association which may be able to give businessmen useful information.

EDITOR'S NOTE:

I do think so! The addresses to which Mr. Keeble refers are given below:

Addresses of commercial posts

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); British High Commision, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 730422.) (Telex AA62043 a/b Ukrep AA62043.)

SYDNEY – Mr. R. E. Gamble, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 [9 lines].) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.I.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51. 5982.) (Telex AA82543 a/b Ukrep AA82543.)

The address of the Export Services Division of the Board of Trade is Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757).

The Australian-British Trade Association in London is at 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

The Australian tariff

AUSTRALIA imposes import licensing on very few items, at present certain knitwear, unwrought aluminium and certain secondhand machinery and vehicles. The tariff is the principal instrument for protection of Australian industry. Some understanding of its basis is essential for any exporter to this country. It is not possible in an article of this nature to cover the subject in any detail. The essential points will, however, be outlined and exporters wishing to know rates of duty or raise questions of tariff classification, are invited to address inquiries to the Tariff Section of the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

The Australian Customs Tariff, which follows the Brussels Nomenclature, provides two main rates of duty: a general rate, and a preferential rate applicable to imports from the United Kingdom and certain other Commonwealth countries. In addition there are separate rates applicable to imports from New Zealand under the New Zealand/Australia Free Trade Agreement and certain special provisions for less developed countries. The tariff is intended to protect only those industries which are reasonably assured of sound opportunities for success and the United Kingdom/Australia Trade Agreement provides that Australian duties shall be at a level which allows British producers 'full opportunity of reasonable competition on the basis of the relative cost of economical and efficient production'. There is, however, special provision for Australian industries 'not fully established', or essential for defence purposes, and for cases where a high tariff is necessary to protect Australian industry against imports from low cost countries. In practice the tariff contains a number of high rates of duty. However, about 70 per cent of imports from Britain enter Australia free of duty and most British products enjoy a margin of preference of at least 7½ per cent over goods to which the general tariff applies.

By-law admission

The tariff provides for the admission under by-law of goods either duty free or at concessional rates when the Department of Customs and Excise is satisfied that no suitable equivalent is reasonably available from Australian production; the Department maintains a comprehensive index of local industries. Item 19 is the principal item under which imports are entered under by-law free of duty from the United Kingdom and at 7½ per cent *ad valorem* from third countries.

Where it can be shown that the goods are not available from Australian or British production, imports from third countries are allowed duty free entry under Item 20. Where an application for Item 20 admission is made, the Customs Department refers the application to the Board of Trade, who consult British industry through Production Department. If equivalent goods are available the Board advise the Customs Department to refuse the application and, if not, duty free entry is allowed. Details of the waiver procedures were given in an article published in the *Journal* of July 1, page 20, and in earlier articles.

Tariff board investigations

There are frequent amendments to the Australian Customs Tariff as a result of recommendations made by the Tariff Board. The Board receives references from the Minister for Trade and Industry, and in dumping inquiries from the Minister for Customs and Excise, and conducts detailed investigations and public hearings at which Australian or overseas interests may normally be represented. Witnesses are required to complete detailed questionnaires which in the case of overseas manufacturers cover full particulars of costs and prices in their export trade. The Board's hearings are public and evidence is given on oath. Information about all Tariff Board references is published in the *Board of Trade Journal*. (Inquiries about references should be addressed to the Commercial Relations and Export Department of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319). Most British industries wishing to make representations to the Tariff Board act through the Australian-British Trade Association, 21 Tothill Street, London, S.W.1; in Australia their address is PO Box 141, Manuka, Canberra, ACT. The Association will act on behalf of any British company.

The scope of the Tariff Board's work can be judged by the fact that its last annual report listed 94 inquiries which were under consideration or finalized during the year, the oldest of which dated from 1965. Inquiries may cover very wide areas such as products of the printing industry or individual commodities, such as cinematograph projectors.

A procedure for granting temporary additional protection was established when quantitative import restrictions were abandoned in 1960. Under this procedure the Special Advisory Authority may be required to report to the Minister for Trade and Industry

within 30 days on requests for temporary protection. He may recommend either a temporary additional duty or in exceptional circumstances, quantitative restrictions. If the Minister decides to implement these measures he is required to refer the case to the Tariff Board for fuller investigation.

Note: An illustrated inset on United Kingdom store promotions in Australia in 1970 is published on pages i-iv of this issue.

Prime Minister at NEDC

THE NATIONAL ECONOMIC Development Council met on July 20 under the chairmanship of Mr. Edward Heath, the Prime Minister.

In discussion on the role of the Council and the Economic Development Committees, there was general agreement that the NEDC had a valuable part to play in the discussion of economic policy, particularly at the formative stage, and that it should continue with its original 1962 terms of reference.

It was agreed that the Council should give greater emphasis to examining in depth medium and longer term issues. There was acceptance of the importance of maintaining the independent status of the National Economic Development Office.

It was also agreed that the Economic Development Committees had an important role to play in providing an industrial base for the work of the National Economic Development Council and encouraging better industrial performance. However, the effectiveness with which they carried out these functions varied and there should be a careful review under the auspices of the Council of each Economic Development Committee, its performance and coverage. The review would be carried out by the existing Co-ordinating Committee, on which the government, the CBI, TUC and the National Economic Development Office are represented. Meanwhile the work of the Economic Development Committees should continue normally.

The co-ordinating responsibilities previously exercised by the Cabinet Office would be transferred to the Treasury.

ECGD credits

Petro-chemical plants for South Korea

THE EXPORTS CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the procurement, supply and erection of petro-chemical plants to be constructed at Ulsan, in the Republic of Korea.

The contract, worth £9.2 million, is between Procon (Great Britain) Ltd., and the Korea Pacific Chemical Corporation of Seoul. The plant will produce polyethylene and vinyl chloride monomer and is scheduled to be commissioned in the spring of 1972.

Mobile hospital units for Iran

ECGD has guaranteed a £1.1 million credit being made available to the Iranian Ministry of War to finance the purchase in the United Kingdom of mobile hospital units, laundry, shower and desalination units for the Iranian armed forces.

The credit, which has been negotiated by S. G. Warburg & Co. Ltd., who are acting on behalf of a consortium of British banks, will be used to finance up to 80 per cent of the cost of United Kingdom goods and services. Delivery is expected to be spread over the next 18 months.

'Bizz-Quiz' on trading in the Federal Republic of Germany

THE BRITISH Trade Council in Germany is proposing to hold in the week commencing November 2, a series of Workshops in collaboration with the Chambers of Commerce throughout Britain as far apart as Edinburgh and Southampton. Two and possibly three teams of members of the British Trade Council who have years of experience of business in Western Germany and who can justifiably regard themselves as experts in marketing of capital and consumer goods, manufacturing, banking, accountancy, management and labour and including a member of the official Commercial Services in Germany will be available at several centres to give interviews to representatives of companies wishing to seek advice on how to enter the rich German market.

It would be difficult to find anywhere else such a concentration of local market knowledge as that represented by any one of the British Trade Council teams and for one hour the company will have the undivided attention of one of the teams at a cost of only 15 guineas (possibly less for members of Chambers of Commerce).

Businessmen wishing to take advantage of this opportunity should contact their local Chambers of Commerce.

Export control on live animals, meat and poultry relaxed for Northern Ireland

LICENCES WILL not be required on and after July 24 for exports from Northern Ireland of 'live cattle, sheep and swine' to the Republic of Ireland and 'meat, fresh, chilled or frozen (including edible offal) of bovine animals, sheep and swine' and 'dead poultry (that is to say fowls, ducks, geese, turkeys and guinea-fowls) fresh, chilled or frozen (including edible offal)' to any destination other than Southern Rhodesia.

The loss to Northern Ireland suppliers of the great part of their normal market in Great Britain, resulting from the national dock strike, has led to a temporary surplus in Northern Ireland of animals for slaughter and of meat and poultry. It has therefore been decided that some relaxation in the restrictions on exports from Northern Ireland may be permitted. This relaxation is provided under the Export of Goods (Control) (Amendment No. 6) Order 1970.

Copies of this order will be available shortly from HM Stationery Office, 49 High Holborn, London, W.C.1 and branches (or by post from HMSO, PO Box 569, London, S.E.1).

Inquiries about these changes should be addressed to Export Licensing Branch, Board of Trade, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2787 or 2462).

Note:

The measures taken on July 19 (see last week's *Journal*, page 150) to conserve surplus supplies of meat within the United Kingdom during the present emergency still apply in so far as exports from Great Britain are concerned.

CBI and BNEC sponsor British businessmen for UNIDO meeting in Manila

THE UNITED NATIONS Industrial Development Organization, in conjunction with the Economic Commission for Asia and the Far East, is holding a meeting for the promotion of specific Asian industrial projects in Manila, Philippines, from September 23 to 30.

Because it believes the meeting will be of considerable benefit to British industry the Confederation of British Industry, in co-operation with the British National Export Council, is sponsoring a scheme whereby a group of British businessmen may attend this meeting. The BNEC would be paying 75 per cent of the visitor's return air fare from London to Manila, 50 per cent of internal travel costs during the visit, and a daily allowance towards hotel accommodation.

CBI sponsorship is available to any interested British manufacturer, bank or finance house, but because the number of representatives who may attend the meeting under this scheme is limited, and the need to ensure that the final team is a properly balanced one, the CBI reserves the right to refuse any particular application.

The closing date for individual representatives to register their intentions with UNIDO in Vienna is August 17. Full details of the scheme and sales and investment opportunities are available from CBI, UNIDO Desk, 21 Tothill Street, London, S.W.1.

Hints to business men booklets

REVISED EDITIONS of the booklets on El Salvador, Finland, Hungary, Malta, Rumania, Sudan and Sweden have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade.

Import deposits reduced from September 1

IN THE HOUSE of Commons on July 22 the Chancellor of the Exchequer was asked when he intended to terminate the import deposits levy.

In reply, Mr. Maurice Macmillan, Chief Secretary to the Treasury, stated: 'The rate of import deposit will be reduced from the present level of 30 per cent to 20 per cent with effect from September 1, in pursuance of an Order which will be laid before the House very shortly. The import deposit scheme will terminate on December 4, on the expiry of the Customs (Import Deposits) Act.'

The Partnerships (Unrestricted Size) No. 3 Regulations 1970

SECTION 434 of the Companies Act 1948 prohibits the formation of any partnership consisting of more than 20 members which has for its purpose the carrying on of business for gain. The regulations referred to above, which were made on July 1 exempt from that prohibition partnerships formed for the purpose of carrying on practice as consulting engineers and consisting of persons the majority of whom are recognized by the Council of Engineering Institutes as Chartered Engineers.

The regulations were published on July 10, 1970 as SI 1970 No. 992. Copies may be obtained from HMSO, price 4d. (8d. including postage).

BSI agreement with Underwriters' Laboratories will aid British exports

AN IMPORTANT BREAKTHROUGH in the British Standards Institute's services to United Kingdom companies exporting to the United States has been made with the signing of an agreement with the Underwriters' Laboratories whereby BSI will carry out 'follow-up' inspection of good approved by the American body. It covers products such as electrical domestic appliances and business machines, industrial electrical equipment such as switchgear and cables, fire-fighting apparatus and certain products associated with marine safety, such as life-jackets.

For many years, products of this type for the American market have required the approval of the Underwriters' Laboratories, who draw up their own safety standards, originally concerned with fire hazards, but now much broader in scope. UL approval is often quoted by United States purchasers and referred to in State regulations.

The initial approval of such goods will still have to be carried out by UL in the States, but the subsequent frequent production line checks called for, previously operated by the Fire Offices Committee (in the United Kingdom), have now been transferred to BSI.

This follows a recent visit to BSI's Hemel Hempstead Centre by officials and engineers of UL, including Mr. Donald Breting, the organization's vice-president and chief engineer for follow-up services. BSI's work will be a commercial proposition, paid for by fees.

The increased co-operation engendered by the agreement will result in other advantages such as the acceptance of BSI as a negotiating body on behalf of British firms – previously such business was held to be strictly confidential between individual companies and UL.

Also, the THE (Technical Help to Exporters) service run by BSI from Hemel Hempstead will in future be in a much stronger position to render free advice and assistance to United Kingdom companies in dealing with requirements associated with UL approval.

It is hoped that the closer ties established between BSI and the American body will eventually result in even more advantageous co-operation to the benefit of United Kingdom exporters and their American customers.

Abolition of 6d. stamp duty on claim forms for investment grants

A BOARD of Inland Revenue announcement published in the *Journal* of June 17 stated that certain agreements executed on or after August 1, 1970, would be exempt from stamp duty. After that date, stamp duty will no longer be payable on claims for investment grants nor any undertakings given in connection with the scheme. The rules about claimant's signature and the certificate from the independent accountant remain unaltered.

Increased Post Office charges

MR. CHRISTOPHER CHATAWAY, Minister of Posts and Telecommunications, said in Parliament on July 23, in answer to a written question:

'After consulting me, the Post Office is referring proposals to the Post Office Users' National Council for increased letter, parcel and other miscellaneous postal tariffs. Its main proposal is that the present 4d. rate for second class mail should become 6d. next January and the 5d. rate for first-class mail 7d.; and that these new rates should become 2½p and 3p respectively on Decimal Day, in accordance with the officially recommended conversion table.'

The Council announced on July 23 that it hoped to make its recommendation in about six weeks' time.

Business news by telephone

THE POST OFFICE announce that news for the businessman has now been added to the *Financial Times* Industrial Ordinary Share Index telephone information service from July 20. With over one million calls to the FT Index telephone service in the first year of its operation, this Post Office service is being extended to include a three-minute business news summary.

In addition to the latest share position, callers to 01-246 8026 can hear a special business news summary which, like the Index, will be up-dated four times a day from Monday to Friday – morning, lunchtime, mid-afternoon and late afternoon.

From 10 p.m. until the following morning during the week, the daytime business news summaries will be replaced by a short featurette carrying a report of a topical business subject as well as details of the following day's principal business meetings. At weekends – Friday, 10 p.m. until mid-morning Monday – similar featurettes will be available but there will also occasionally be a recorded interview with a leading business personality on some topical subject.

Institute of Statisticians elects Director of Business Statistics Office as chairman

THE COUNCIL of the Institute of Statisticians has elected Mr. M. C. Fessey as its chairman.

In choosing its new chairman, the Council of the Institute, many of whose members are employed in industry and commerce, gives further proof of the growing co-operation between Government statisticians and those working in other fields. Mr. Fessey is Director of the Government's Business Statistics Office, at Eastcote, Ruislip, one of whose major tasks is to introduce a new system of industrial statistics designed to meet the needs of industry as well as those of government.

Mr. Fessey, a graduate of the London School of Economics, has had a wide experience of statistical work in the Board of Trade. He made a notable contribution to the development of financial statistics of the company sector which followed the report of the Radcliffe Committee on the Working of the Monetary System 10 years ago. Before joining the Business Statistics Office, when it was set up at the beginning of last year, he was one of the team of statisticians and economists in Whitehall concerned with forecasting the balance of payments.

Monopolies Commission report on refusal to supply

THE MONOPOLIES COMMISSION, in a report (*Refusal to supply* Cmnd. 4372. Published by HMSO, price 8s. 6d. net) published on July 14, finds that the practice of refusal to supply is widespread but that the effect on the public interest is not on a scale to justify the recommendation of furher substantial legislation. It does, however, recommend amending the law to make it more difficult for a supplier to refuse supplies to a price cutter. It also recommends that the Department of Employment and Productivity should watch for cases where distributors exert pressure on suppliers regarding their choice of distribution channels.

The Monopolies Commission was asked by the Board of Trade in October 1968 to report on the general effect on the public interest of the practice of refusal to supply. The terms of reference covered:

(a) the refusal to supply goods of any discription to any person for the purpose of his business,

(b) exclusive supply agreements under which a supplier accepts restrictions which may require him to refuse to supply similar goods to other people. 'Refusal to supply' included the imposition by suppliers of terms of sale so disadvantageous as to be likely to deter customers from requesting supply.

The Commission found that the practice of refusal to supply was widespread. Although it was unable to estimate the amount of trade carried on under specific practices, it was able to list various practices which occurred for several classes of goods.

The Commission considered the effect on the public interest of refusal to supply for six reasons, two of which it concluded could be damaging even when conditions were reasonably competitive. The six reasons were:

(i) to avoid the risk of price competition, in particular by refusing to supply a person suspected of price cutting;

(ii) refusal to supply following threats by existing distributors to withdraw custom if new outlets were created;

(iii) where demand exceeds supply and a form of rationing involving refusal to supply is adopted;

(iv) because adding to the number of outlets would increase distribution costs without compensating advantages;

(v) because the supplier feels he does better by serving a limited class of customer who will pay for exclusiveness;

(vi) because his product may be technical, needing special servicing or appropriate only to users employing a certain level of technology.

The Commission found that where conditions are reasonably competitive there is no conflict with the public interest in suppliers acting for the last four reasons but that refusal for either of the first two reasons are or may be suspected of being damaging to the public interest.

The evidence did not suggest the existence of mischief on a scale which would justify recommending further substantial legislation but the Commission recommends that the Resale Prices Act 1964 should be amended by the omission of Section 2(4) in order to make it more difficult for a supplier to refuse supplies to a known or suspected price cutter without risk of legal action; and recommends that power should be taken to enable civil proceedings brought on behalf of the Crown in any contravention of Section 2 to be heard before the Restrictive Practices Court. It also recommends that the DEP should watch for any cases of distributors or their associations exerting collective pressure on suppliers in their choice of distribution channels and bring them, when this is justified by the facts, to the notice of the Registrar of Restrictive Trading Agreements, or where appropriate make a reference to the Monopolies Commission.

Finally, where refusals by suppliers fall within the scope of the monopolies legislation, the Report points out that it will be open to the DEP to make an appropriate reference.

Notes:

The reference to the Commission was made under Section 5(1)(a) of the Monopolies and Mergers Act 1965 under which the Board of Trade (now the DEP) may require the Monopolies Commission to submit a report on the general effect on the public interest either of practices of a specified class which in the opinion of the Department are commonly adopted as a result of, or for the purpose of preserving monopoly conditions, or of any specified practices which appear to the Department to have the effect of preventing, restricting or distorting competition in connection with the production and supply of goods, the supply of services or the export of goods from the United Kingdom. The Government's powers to implement the Commission's findings by Order do not apply to general reports commissioned under this Section of the Act.

Monopolies Commission report on metal containers

A MONOPOLIES COMMISSION Report on the supply of metal containers (*Monopolies Commission Report on the Supply of Metal Containers*. H. of C. No. 6, HMSO, price 13s. net) published on July 14, finds that although monopoly conditions are defined by law prevail since one company, Metal Box, supplies at least one third of all metal containers in the United Kingdom market, the monopoly conditions do not operate against the public interest. The Commission did find, however, that four of the company's practices operated against the public interest, and it recommends remedies.

The Monopolies Commission was asked by the Board of Trade in October 1967 to investigate whether monopoly conditions, as defined in the monopolies legislation, existed in the industry and, if so, to consider whether the monopoly or any practices followed in connection with it were against the public interest. (Broadly speaking monopoly conditions prevail where at least one third of the supply of a commodity in the hands either of a single firm or of a number of firms which so conduct their affairs as to restrict competition).

The Commission found that monopoly conditions did prevail but it did not find that the monopoly conditions operated against the public interest. It found that Metal Box has a good record in relation to capacity and the deployment of plant, efficiency and innovation. In the Commission's view, the market conditions themselves compel the company on the whole to act fairly and efficiently since it is subject to actual and potential competition from customers who make, or are capable of making some of their own containers.

The Commission did find however that four specific things done by Metal Box connected with the company's monopoly position were against the public interest arrangements for the supply of closing machines to customers and of spares and service for them so far as, at the date of reference or currently, they failed or fail to be self-supporting and to yield a reasonable rate of profit to the company; and so far as, at the date of the reference, they restricted the customer's freedom to use the machines and currently may lead to the customer restricting his purchase of metal containers from any alternative supplier; discount and special pricing arrangements for open top cans where customers are committed by buying the whole, or a specified proportion of their requirements from Metal Box; agreements indefinite or for more than two years, for the sale of open top cans; its incentive discount scheme for aerosols.

As remedies, the Commission recommends:

(i) Metal Box should not reintroduce any exclusive conditions in relation to the supply of closing machines, should abolish at the earliest possible date the rebate allowed on the purchase of can to hirers of these machines (with a consequent adjustment to the general level of can prices) and should in future maintain its arrangements for the supply of closing machines and spares and servicing for them on a reasonably profitable basis;

(ii) the company should as soon as possible terminate agreements committing customers to buying the whole, or specified proportions of their requirements from Metal Box. It should seek forward orders only for specified quantities and in future make no price concessions in recognition of the fact that customers have bought all, or specified proportions of their requirements from Metal Box;

(iii) the company should end present agreements and make no future agreement for the sale of open top cans where the agreements are of indefinite duration or for more than two years;

(iv) the company should end its 'incentive' discount scheme for aerosols and should not in future introduce any similar schemes.

Aviation and Shipping

Mr. Frederick Corfield, Minister of State, Board of Trade, at a demonstration organized by the Board on July 21 of equipment for the dispersal of oil spilled at sea. The equipment, designed by the Warren Spring Laboratory of the Ministry of Technology (see last week's Journal, *page 155), was used to disperse 45 gallons of oil emptied on the sea. An illustrated supplement on the dispersal of oil spilled at sea will be published shortly.*

New address for Mercantile Marine Office, Manchester

THE BOARD OF TRADE Mercantile Marine Office at Manchester has moved from Trafford Road, Salford 5, Lancs., to Maritime House, Manchester Docks, Salford. M5 2XN (Tel. 061 872 0726).

Investigation into Dan Air Comet crash

IN ANSWER to a Parliamentary Question on July 23 about the recent Comet disaster near Barcelona Mr. Frederick Corfield, Minister of State, Board of Trade, said:

'The Spanish authorities and members of the United Kingdom Accidents Investigation Branch have been working together to reconstruct the flight path followed by the aircraft. This shows that instead of following the normal practice of passing over the Sabadell radio beacon before turning to the south-east and descending over comparatively low ground towards the coast, the aircraft turned on to a south-easterly heading about 25 miles before reaching Sabadell. As a result, the aircraft descended into an area of high ground and struck the slopes of Montseny at a height of about 3,500 feet. The evidence available indicates that there was no pre-crash failure or malfunction of the aircraft.

'From a study of the recording of the radio-telephony conversation between Barcelona Control and the aircraft, it is clear that the pilot was aware of the altitude at which he was flying and therefore altimeter mis-reading or mis-setting is not relevant. However, it also apears from this interchange of messages, which includes references to an ETA for Sabadell and a radar contact, that both the pilot and the Radar Controller at Barcelona mistakenly thought the aircraft had in fact passed over, or close to, Sabadell before descending. How this came about is not yet known. This important aspect of the investigation is being followed up in detail by the Spanish authorities.

'It is not possible at this time to forecast when the Spanish investigation will be completed. However, as soon as their report becomes available, agreement will be sought for publication of an English translation in the United Kingdom.

'Since I reported to the House on July 6, I have received further news of the very great assistance given by the Mayor of Arbucias and the local residents immediately following the discovery of the wreckage. I am certain the House will wish to join me in thanking them for their help at the time and their spontaneous expression of sympathy shown by the large number of those who attended the funeral.'

Mr. Corfield's visit to London Air Traffic Control Centre: correction

IN A caption to a photograph in the *Board of Trade Journal* of July 22, page 151, showing Mr. Frederick Corfield, Minister of State, Board of Trade, visiting the London Air Traffic Control Centre, West Drayton, it was stated that he visited the Indicator Operations Room with Mr. J. Nes, Watch Superintendent. This should have been Mediator Operations Room and Mr. J. Mes.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 – Telex EconPlan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1. (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

Consideration of mergers by DEP

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has announced that on the information at present before him it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Proposed acquisition of Mecca Ltd. by Grand Metropolitan Hotels Ltd.

First General Report of Commission on Industrial Relations

THE FIRST General Report of the Commission on Industrial Relations has been published by HMSO (Command no. 4417), price 3s., by post 3s. 4d.

Report of Clothing and Allied Products ITB

IN ITS first report (Report, Clothing and Allied Products Industry Training Board, published by HMSO, price 1s. 9d. net), covering the period October 9, 1969, when it came into existence, to March 31, 1970, the Clothing and Allied Products Industry Training Board estimates that over 15,000 firms will come within its scope. Names and addresses of 7,500 have already been established with the help of the Department of Employment and Productivity.

One of the problems facing the Board, says the report, is that of the many specialist sections of the industry that it will have to deal with, and the Board is arranging meetings to find out how best it can help them. Although a chief training officer has yet to be appointed, the Board has commissioned a pilot survey of the present situation in the industry to provide basic facts for future decisions on training policy.

During the period under review, the Board has met twice and three committees have been formed. One of them, the Training and Research Committee has met three times and has already taken the first step in its sub-committee structure by forming one to look after small firms and group training.

Construction ITB reconstituted

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has reconstituted the Construction Industry Training Board for a further three years from July 21. This is the Board's third term of office. As already announced (July 6) Mr. Carr has appointed Mr. Desmond Misselbrook to succeed Sir Norman Longley as chairman. He has now appointed Mr. G. F. Egan as deputy chairman and named 27 other members.

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Phone Kirkburton 2255.

Recent visitors to the Sunderland Plant of Coles Cranes Ltd. were executives from Nya Asphalt AB, who are one of Sweden's major users of Coles Cranes. They were accompanied by sales executives from Tornborg & Lundberg AB, Coles' distributor in Sweden. Pictured are (left to right): Mr. Sven Dalunde (T & L) explaining a stage in the manufacture of the ball-bearing slewing ring to Mr. Thorild Blomdahl, chief engineer of Nya Asphalt, watched by Mr. Holga Thornfeldt of Tornborg & Lundberg AB.

Over 98 per cent of halfcrowns returned

MORE THAN 98 per cent of halfcrowns estimated to have been in circulation – 404 million out of 410 million – have now been withdrawn and returned to the Mint, the Decimal Currency Board and the Royal Mint announced on July 20. The halfcrown was officially demonetized (that is, ceased to be legal tender) from January 1, last but during a concessionary period which ended on June 30, face value for the coin could be obtained at banks and certain Post Offices. Now halfcrowns must be sent direct to the Mint at Tower Hill, London, in minimum lots of £1.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
August 5	Miscellaneous stores	Auctioneers' premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel. 69292)

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; portable compressors; fire fighting equipment; electric hoists; extending ladders, miscellaneous hand tools and tool kits; scrap batteries; electronic valves; pre-heated steel tubes; ankle boots; BD blouses and trousers; groundsheets; kitbags; carpets; greatcoats; chairs; tables; settees; sideboards, etc.; miscellaneous kitchenware; large quantities of miscellaneous general stores.

August 12	Miscellaneous stores	Ordnance Support Unit RAOC, Reed Hall Avenue, Colchester, Essex	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex (Tel. 73171)

Various vehicles; outboard motors; Kismet steam cleaner; 5-ton ratchet and screw jacks; machine tools; miscellaneous engineers and carpenters tools; prismatic compasses; watches; manilla and sisal rope; scrap aircraft tyres; charging sets; M.T. and electrical spares; galvanized wire lashings; rescue equipment; greatcoats; denim trousers and blouses; khaki drill trousers; socks and other clothing; web packs; belts, haversacks and anklets; white and coloured blankets; scrap rubber, wood, leather, mixed rags; miscellaneous items of kitchen equipment; crockery and glassware; large quantities of furniture and other items of general stores.

August 18	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel. 08692 2073)

Bedford fire tenders with Sigmund and Coventry Climax pumps; Coventry Climax featherweight pumps; Thames 5-ton personnel vans; Lansing Bagnall electric fork lift trucks, 2,000 lbs. capacity; Morris 15 cwt. van; storehouse selector trucks; sack trucks; selector trolleys; Tasker semi trailers 8-ton; towed roller 19 cwt.; industrial 4-wheeled trailer; electric stacatrucs 4,000 lbs.; miscellaneous M.T. spares; hydraulic hand truck pallet transporter; tyres; Danarm petrol driven chain saw 39 in.; micrometers; cap badges; enamelled water bottles; miscellaneous rivets; bolts, screws, nails, etc.; screw traversing and hydraulic lifting jacks; miscellaneous household furniture including wardrobes; lockers; sideboards; chests of drawers; bedside, writing and other tables; fireside and dining chairs; large quantities of vests and drawers, various sizes; khaki drill trousers and shorts; raincoats; khaki greatcoats; ankle boots; shoes; mattresses; carpets; sheets; scrap hessian and webbing; mixed rags; miscellaneous kitchen equipment and other general stores.

August 25-26	Miscellaneous stores	Regional Depot Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 053-2-20898)

Solid fuel cooking ranges; slow combustion heating stoves 15,000 BTU/Hr; two 16 ft. span Nissen huts with lining sheets and 4 dormer windows; Allen Sheepfoot roller; 12 KW generator; concrete mixer; fire extinguishers 3½ cu. ft.; 5-ton ratchet jacks; radio spares; scrap timber; rescue equipment including, web belts, manilla and sisal rope; contamination meters; triangular bandages; rubber bandages, asbestos fire blankets and satchels, mine dressings, shell dressings, canvas haversacks, wire slings ⅜ in. by 10 ft., wire towing ropes ⅝ in. by 50 ft., bushmans saws, etc.; large quantities denim blouses and trousers; mens double breasted tunics; blue battledress blouses and trousers; blue greatcoats; women's skirts and black leather shoes, various sizes; rubberized leggings; a few machine tools.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only)

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
August 4	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

BOARD OF TRADE

SHIP FOR SALE

Offers are invited for the purchase of the under-mentioned waterboat 'as lying' at Great Harbour, Greenock.

'SPA' Steel, built 1942. GRT 718. NRT 250. Length (BP) 163 ft. 5 in. Breadth (mld.) 30 ft. Depth (mld) 14 ft. 3 in. (approx.). Light Displacement 639 tons. Engine: Plenty & Son Ltd., single screw, steam, coal-fired, triple expansion, surface condensing. IHP 675.

Copies of forms of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Board of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London, S.W.1. Tel. 01-799 5655, Ext. 26.

Offers should be addressed to the Board of Trade, Room 43, at the above address in envelopes clearly marked "Offer to purchase 'SPA'" and must be received not later than **noon** on August 19, 1970.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, JULY 20

United Kingdom trade

The following information was given by Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, in answer to a question on the percentage of Great Britain's imports and exports in 1969 which came from or went to the European Economic Community, the European Free Trade Association, the Overseas Sterling Area, North America and the rest of the world respectively.

United Kindom Trade 1969

	Imports	Exports
	Per cent	Per cent (†)
European Economic Community	19	21
European Free Trade Association	15	15
Overseas Sterling Area	29	28
North America	20	17
Rest of the World	17	20

(†) Because of rounding the figures do not add to 100.

TUESDAY, JULY 21

Metrication

Asked to make a statement about metrication, Mr. Geoffrey Rippon, Minister of Technology, said: 'The Government have noted the extent of the plans and commitments already made towards the general adoption of the metric system, described in the First Report of the Metrication Board published in May. The Government propose to encourage these voluntary developments, including the use of metric specifications for public purchases as soon as consultation with suppliers shows this to be practicable. Where individual industries have voluntarily progressed to the point where admendments to regulations couched in non-metric terms become necessary, the Government is prepared after consultation with interested parties to introduce amendments under existing statutory powers. It is for this reason that certain amendments to the Schedules to the Weights and Measures Act 1963 relating in particular to the building and pharmaceutical industries have been laid before Parliament.

'On the other hand the Government is not as yet committed to general enabling legislation involving amendment of Statutes. Before such legislation is introduced it is intended to provide time for the matter to be debated in both Houses of Parliament after the Recess.'

Trade with South Africa

Mr. Grant was asked the percentage United Kingdom share of total South African imports from all sources in 1964 and 1969, respectively; and what information he had from international sources regarding the corresponding percentage shares of France, West Germany, Japan and the United States in each of these two years. Mr. Grant said that the share of the United Kingdom and the United States fell, that of France was little changed, while that of Germany and Japan increased.

	Percentage shares in South African imports from all sources	
	1964	1969
United Kingdom	28·6	23·7
France	2·7	2·9
German Federal Republic	10·8	13·9
Japan	5·3	8·9
United States	19·1	17·6

Source: South African foreign trade statistics

Another question concerned details of the value, during the past full financial year, of British exports to, imports from and investment in, the Republic of South Africa, Portuguese territories in Africa and the rest of the African continent, respectively. Mr. Grant gave the following information:

£ million

	United Kingdom Trade April 1969 to March 1970		United Kingdom Investment January to December 1968†
	Exports	Imports	
South Africa	302·8	293·6	42·8
Portuguese territories in Africa	23·3	8·7	3·1
Rest of Africa	434·3	662·0	24·8

†Latest information available. The figures relate to investment (net of disinvestment) by UK companies (excluding oil companies) in overseas branches, subsidiaries and associates. They cover both retained profits and other forms of investment, including trade credit.

Another question concerned the value of British trade in the nearest convenient year and 10 years previously with Africa north of the Zambesi and Africa south of the Zambesi, respectively. The President gave the following figures. They showed, he said, that between the years 1959 and 1969, for both areas, imports roughly doubled in value whilst exports increased by about three-fifths.

United Kingdom trade with Africa (†)

£ million

	1959		1969	
	Imports	Exports	Imports	Exports
North of the Zambesi	309	262	642	416
South of the Zambesi‡	165	201	347	319

‡ Excluding the Malagasy Republic (Madagascar) and other islands

*South Africa, South West Africa, Rhodesia (estimated for 1959), Lesotho (Basutoland), Botswana (Bechuanaland), Mozambique and Angola.

Tourist Boards' reports

A question on reports from the Tourist Boards set up under the Development of Tourism Act 1969 was answered by Lord Denham who said that reports had now been received from the English, Scottish and Welsh Tourist Boards; the British Tourist Authority's report was expected the next day (July 22). The report of the Scottish Tourist Board was expected to be published on July 23. The other three Boards would publish their reports as soon as they are printed.

Environmental pollution

The debate on environmental pollution is reported in *Hansard* for July 21, cols. 286-374 and for July 22, cols. 375-396.

WEDNESDAY, JULY 22

Inertia selling

Answering Members inquiring about legislation with regard to inertia selling, Mr. Grant said: 'We would be as helpful as possible to any Private Member who introduced a suitable Bill on this subject, based on the one considered in the last Parliament, but I can hold out no hope of Government time being available in the present session.'

Mr. Grant went on to say, in reply to another question on inertia selling: 'I welcome sound voluntary codes of conduct, but their great merit lies in application of the spirit rather than the letter of their provisions, and as such they are not – generally speaking – a sound basis for legislation.'

Exports of steel

Asked to estimate the tonnage of steel to be exported in 1970 and the figure for 1969, Mr. Grant replied: 'In 1969, 3.6 millions tons. I prefer not to venture an estimate for 1970

Soft fruit imports

The President was asked if he would initiate talks with the National Farmers' Unions about soft fruit imports. He answered that the Minister of Agriculture was primarily responsible for contacts with the agricultural and horticultural industries on matters of general policy. The President understood that he had already arranged to meet the National Farmers' Union to discuss horticultural matters.

European Economic Community

'Most British companies which are competitive in world markets should benefit from the greater opportunities offered by entry into the European Economic Community,' said the President, when asked which industries would benefit on Great Britain joining the Common Market; and which would not. 'Those industries which are contributing to the rapid expansion of our exports to Western Europe should be well placed to do even better.'

South Africa (sale of arms)

The debate on the sale of arms to South Africa is reported in *Hansard*, cols. 559-672.

Industrial development

Mr. Ridley published a table showing the number of industrial development certificates granted in the Northern Region in each of the years from 1956 to 1969 and for the six months ended June 30, 1970, and the square footage involved for each period.

Bolton Committee Report

Questions were asked about the report of the Bolton Committee on small businesses. Mr. Grant said that he expected to receive the Report of the Committee in the spring of next year.

Export promotion

In answer to several questions on Government proposals for export promotion, Mr. Michael Noble, President of the Board of Trade, said: 'The Government recognises that our success in exports depends on the efforts of British industry and commerce and we will fully support their endeavours.'

Answering a question about an official world tour in support of Great Britain's export drive, the President said he would be visiting a number of countries on trade matters: the aim of our commercial and export promotion policies was to assist the essential growth of British exports.

Trade with Africa

Members who asked the President if he would make a statement on trade with South Africa, were told that the Government's policy was to encourage further expansion of our trade with South Africa.

When asked to make a statement on the Government's policy towards trade with Africa, the President said: 'Our policy is to expand our trade with Africa.'

Trade with Eastern Europe

Asked what action was intended to take to expand British trade with Eastern Europe, Mr. Grant said the expansion of our trade with Eastern Europe, as with other areas, depended primarily upon the efforts of individual British firms. The Government would continue to give them such assistance at home and abroad as it could.

East Germany

Mr. Grant was asked if steps would be taken to set up an office of the Board of Trade in East Berlin. Mr. Grant answered: 'No, Sir. Since HM Government do not recognize the East German regime it is not possible for any Department of HM Goverment to establish an office in East Berlin.'

Company law

A Member who inquired if legislation would be introduced to give effect to outstanding recommendations of the Jenkins Committee on company law reform in the current session of Parliament, was told by Mr. Grant that as stated in the Queen's Speech, the Government were reviewing company law. 'We will consider the outstanding recommendations of the Jenkins Committee and the desirability and timing of further legislation and will announce our conclusions later,' he said. A further inquiry concerned legislation to amend the Companies Act so as to ensure that company reports were properly and promptly rendered, thereby preventing the difficulties which had arisen with insurance, property and other companies in recent years. Mr. Grant said: 'In reviewing company law we will consider the desirability of including in any legislation provisions to ensure the prompt filing of annual returns, including accounts and directors' reports'

Unqualified accountants

Mr. Grant was asked how many unqualified accountants have received authority to practice by the Board of Trade since the implementation of the Companies Act 1967. Mr. Grant answered that since January 27, 1968, the date on which the Sections of the Companies Act 1967 relating to auditors came into operation, the Board of Trade had authorized 245 persons to be appointed auditors of companies as having obtained adequate knowledge and experience in the course of their employment by a member of a body of accountants recognized for the purposes of Section 161 (1) (a) of the Companies Act 1948. The Board had also authorized 576 persons under Section 13 (1) of the Companies Act 1967 to be appointed auditors of the kind of company referred to in that subsection.

Mr. Grant went on to say, in reply to a further question, that the Board of Trade sought to discourage the use of the imprecise description 'Authorized by the Board of Trade' by persons holding their authorizations under Section 161 (1) (b) of the Companies Act 1948.

A third question asked what criteria was adopted for giving approval to unqualified accountants. Mr. Grant said: 'I assume that the hon. Member is referring to the issue of an authorization under Section 161 (1) (b) of the Companies Act 1948 on the ground that the applicant has obtained adequate knowledge and experience in the course of his employment by a member of a body of accountants recognized by the Board of Trade for the purposes of Section 161. The Board do not normally authorize an applicant unless he has spent in the employment of such a member at least five years of which a reasonable proportion has been spent as senior audit clerk with responsibility for the conduct and completion of company audits and unless they are otherwise satisfied as to his knowledge of the application of company and taxation law to company accounts.'

Imports of lamb and beef

A Member asked it steps could be taken to regulate the flow of imports of lamb and beef so as to ensure that domestic producers' markets were not disrupted by erratic deliveries of foreign produce.

'This matter is under active consideration by my right hon. Friend the Minister of Agriculture', replied Mr. Grant.

Export of footwear to Japan

'The full range of Governmental aids to exporters is available to exporters of British footwear to Japan', said Mr. Grant in reply to a question on this subject.

National Exhibition Centre

In reply to questions on the proposed Birmingham National Exhibition Centre, the President said: 'Her Majesty's Government have reconsidered – in the light of the substantial progress made by Birmingham and of further representations made by the Greater London Council – the undertaking given on January 28 to support the proposal for a National Exhibition Centre near Birmingham. I have already announced the Government's intention to support the Birmingham project.'

Travel agents and estate agents

Replying to a Member who asked if he would introduce legislation requiring travel agents and estate agents to hold all moneys received from clients' deposits in a separate trust account, the President said: 'I should prefer to watch the development of the voluntary bonding schemes in these sectors before deciding whether statutory control is necessary.'

Parliamentary answers on aviation and shipping

THURSDAY, JULY 16

Sea rescue services

Lord Denham was asked what progress was being made to hasten the improvements in the efficiency of the Sea Rescue Service by the inclusion of qualified divers as acquatic specialists in helicopters and lifeboats. Lord Denham said that he was advised that sea rescues in which specialized divers could assist were very rare. However, HM Coastguard kept lists of qualified divers on whom they could call when necessary. Because of considerations of bulk and weight, frogmen were not normally carried in military helicopters but in apropriate cases they could be made available. The Royal National Lifeboat Institution was at present conducting trials with specialized swimmers in lifeboat crews.

Turnhouse Airport improvements

Asked whether a detailed timetable for the proposed improvements at Turnhouse Airport had now been worked out and by what date the second runway was expected to be in operation Lord Denham said the provision of a new runway at Edinburgh (Turnhouse) Airport and of a new terminal complex to serve the new runway and the existing main runway would be subject to planning permission and the purchase of the necessary land. It was therefore not yet possible to settle a detailed timetable, though in association with the British Airports Authority the Government was proceeding as quickly as may be with the essential preliminary planning. These proposals were, of course, subject to the grant of planning permission and involve the acquisition of land. It was therefore unlikely that it would be possible to complete the new runway before the summer of 1974.

FRIDAY, JULY 17

Flight recorders

Mr. Frederick Corfield, Minister of State, Board of Trade, was asked to amend the regulations governing the number of signals which must be transmitted by flight recorders to bring them into line with those in operation in the United States. He replied that the present requirements of the United Kingdom and the United States were similar except that we required one additional parameter to be recorded in certain circumstances. The need for compatibility between British and American practices was recognized and was being taken into account in the formulation of proposals for future United Kingdom legislation on this subject.

European Civil Aviation Conference

Mr. Corfield was asked whether the Government accepted Resolution No. 440 on the financial and economic aspects of air transport operations which was adopted by the Consultative Assembly of the Council of Europe on April 18, 1970; and what instructions had been given to his representative with the European Civil Aviation Conference with regard to action to be taken on the proposals contained therein. Mr. Corfield replied that the resolution requested the European Civil Aviation Conference to study these proposals and to inform the Consultative Assembly of the steps proposed. The United Kingdom representatives were instructed to support this action, and would participate actively in the examination in its standing committees upon which the Plenary Conference decided.

Stansted Airport

A Member asked for the numbers of aircraft movements expressed quarterly during 1968, 1969 and 1970 at Stansted Airport, making a distinction between training and

other flights and including in training movements the total of missed approaches and other exercises in which aircraft follow the take-off flight path. Mr. Corfield gave the following information:

Aircraft Movements and Missed Approaches at Stanstead Airport

	Aircraft movements†			Missed approaches on Test and Training Flights
	Total	Test and Training	Other	
1968 1st qtr.	7,529	6,073	1,456	..
2nd qtr.	11,625	8,664	2,961	2,380
3rd qtr.	11,143	7,316	3,827	1,421
4th qtr.	8,282	6,065	2,217	1,599
1969 1st qtr.	8,741	6,589	2,152	1,814
2nd qtr.	12,944	9,222	3,722	2,171
3rd qtr.	11,755	6,856	4,899	1,518
4th qtr.	9,037	5,794	3,243	1 304
1970 1st qtr.	8,779	6,425	2,354	1,554
2nd qtr.	13,744	9,045	4,699	1,886

† An aircraft movement is a landing or take-off
.. Indicates 'not available'

MONDAY, JULY 20

Cost of Concorde

A Member asked what at present was the estimated cost to Great Britain of completing the Concorde project. Mr. David Price, Joint Parliamentary Secretary, Ministry of Technology, said that the United Kingdom share of the estimate of £730 million announced in the House on January 26 was £350 million. The estimate of development costs was one of the subjects the Minister of Technology wished to review with the French Minister of Transport. He would make a statement as soon as possible.

Engine fire in BOAC aircraft

Mr. Corfield was asked if he had received a report on the engine fire suffered by British Overseas Airways Corporation 707/436 G-APFV on take-off from London Airport, Heathrow, recently. He said: 'The Board of Trade was notified by British Overseas Airways Corporation of the incident to Boeing 707/436 G-APFN on June 22, 1970 and the Chief Inspector of Accidents immediately arranged for a preliminary inquiry to be made which established that just after take-off fire occurred in the port outer engine; the crew applied the correct emergency drills, extinguished the fire and made an immediate emergency landing at Heathrow where passengers were disembarked. An inspection of the engine has revealed the failure of a compressor wheel. Action is being taken to minimise the possibility of a repetition of such failures. No formal accident report will be issued.'

TUESDAY, JULY 21

Concorde's sonic boom

A Member asked how many test flights would be made by the Concorde along the West Coast route, as a result of which North Down would be affected by the sonic boom; and whether after the first test flight a report would be obtained of any damage caused by the sonic boom before authorising the second test flight. Mr. Price answered that up to 50 supersonic flights all expected to affect North Down, would be made by Concorde over the next three years along the west coast route in the course of the development programme. Individual flights would be authorised according to the needs of the programme, and the effect of Concorde's boom on structures would be monitored throughout the test flying.

Another question concerned precautions to protect ancient and historic buildings liable to damage by sonic boom before test flights made by Concorde and what standards would be applied in awarding compensation for damage to historic buildings or domestic homes; Mr. Price said: 'We have examined this question most carefully but consider that no special precautions are necessary. Claims will be asessed by the Claims Commission of will be paid for any damage that may be the Ministry of Defence and compensation caused by Concorde's boom. There is no time limit for claims but Concorde's boom is not expected to cause damage that does not become apparent at the time.'

WEDNESDAY, JULY 22

Leeds/Bradford airport

Figures showing the monthly number of fare-paying air passengers lifted on scheduled and on inclusive tour and charter services, respectively, from the Leeds/Bradford airport over the past three years, were supplied by Mr. Corfield.

Asked when the Board of Trade's decision on the proposed runway extension to Leeds/Bradford airport would be made Mr. Corfield said the Inspector's Report was now being considered before a decision on the planning application was made by the Minister for Housing and Local Government.

Deaths on British airlines

Mr. Corfield was asked how many passengers were killed on British airlines in each year since 1960; how many of the deaths occurred on scheduled flights of British European Airways and the British Overseas Airways Corporation and how many on private chartered flights; and how these figures compared with the total numbers of passengers carried in each category. The figures were published in *Hansard*.

Nationalized air lines

Asked if he was satisfied that the moneys available to the nationalized air lines under borrowing powers legislation were sufficient for the authorized purposes during the next six months, Mr. Michael Noble, President of the Board of Trade, said: 'For British European Airways, yes Sir, but British Overseas Airways Corporation's limit will be reached in about six months' time and I propose to introduce a Bill to increase it later this year.'

Air fares

A Member who asked if steps would be taken to reduce air fares on flights of which the fares were fixed in accordance with agreements made by members of the International Air Traffic Association, was told by Mr. Corfield. 'I trust that the existing machinery can be used to secure international agreement to the lowest air fares consistent with the safety and prosperity of our airlines.'

BAC3-11

The President was asked when he expected to announce his decision on the British European Airways proposals on the purchase of BAC3-11 aircraft. He replied that BEA had told him they wanted the aircraft if it was to be developed. A decision would be announced as soon as possible.

Turnhouse Airport

In reply to a question on the time-table for the transfer of Turnhouse Airport, Edinburgh, to the British Airports Authority, Mr. Corfield said that the provisional agreement reached in 1968 between the Board of Trade officials and the British Airports Authority on the terms of a transfer of Turnhouse Airport to the Authority was founded on the assumption that a new runway and terminal complex would be built. In consequence of the recent decision in favour of a new runway, discussions with BAA had been resumed as a matter of urgency with a view to a transfer by April 1, 1971. In the meantime preliminary work on these developments was proceeding as quickly as possible.

Protection of holidaymakers

A suggestion was made that discussion should be held at an early date with the Association of British Travel Agents and other bodies interested in tourism and travel, with a view to introducing further legislation for the protection of holidaymakers. 'This is one of the matters I am considering in the light of the recommendations of the Edwards Committee of Inquiry into Civil Air Transport,' answered Mr. Corfield.

Third London Airport

Answering questions on the Government's policy on the location of the third London airport, Mr. Corfield said the Commission on the Third London Airport was expected to report towards the end of this year and the Government would then take a decision as quickly as may be in the light of the Commission's recommendation.

Luton Airport

Mr. Corfield was asked whether he would select flight paths from Luton Airport which avoided flying beneath the Heathrow Control Zone. 'No, Sir,' he answered. 'Under present arrangements aircraft operating from Luton Airport to the airways system are not required to fly beneath the London Terminal Control Area. The routing of aircraft northwards out of the London Terminal Control Area after westerly take-off is impracticable for safety and operational reasons and would increase noise disturbance to Dunstable and Leighton Buzzard.'

Asked further, if he would retain the present flight paths from Luton Airport until he had received the report of the Roskill Commission on the siting of the Third London Airport, Mr. Corfield said that the choice of precise flight paths from Luton Airport was a matter for the owners, Luton Corporation, within the overall pattern of airspace arrangements laid down by the Board of Trade. Operations from a third London airport were many years off and were not, therefore, relevant to the short term pattern of flights from Luton.

Aircraft noise

Stating that there were complaints from residents in the Ongar parishes of Essex about increasing noise at night and in the early morning from aircraft using Stansted Airport, a Member asked whether action would be taken to reduce it. Mr. Corfield replied that several prolonged periods of easterly winds and the seasonal increase in air traffic at Stansted Gatwick and Heathrow may have contributed to an increase in disturbance in the Ongar area but there had been few complaints about it. He was determined that no effort should be spared in keeping aircraft noise disturbance within bounds.

A Member who asked what advice the Board of Trade had given the county borough of Luton regarding the installation of mufflling equipment to control aircraft ground noise was told by Mr. Corfield that the Board of Trade had given general advice to all aerodrome owners on ways to control noise from the ground running of aircraft engines but no specific advice had been given to the county borough of Luton regarding the installation of muffling equipment.

Mr. Corfield was asked if he would now take steps to double the grant for sound-proofing premises affected by aircraft noise. He said: 'The scheme for grants in aid of sound installation of dwellings in certain areas around Heathrow, which was introduced in 1966, was reviewed as recently as 1968, when the upper limit of the grant was raised from £100 to £150, and the proportion of approved costs payable was raised from 50 per cent to 60 per cent. I am proposing later this year to consider with the Airport Authority whether there is a case for further improvements in areas adversely affected by the extension to No. 1 runway.'

A Member asked if a world conference on aircraft noise could be convened where tech-

(Continued at foot of next page)

New Books

OECD Financial Statistics. Organization for Economic Co-operation and Development. (Twice a year, with intermediate supplements every two months. Available from HMSO for an annual subscription of £9.) The first issue of this important new international statistical publication has just appeared. It is the fruit of efforts which OECD has been making to perfect financial statistics and to improve their international availability. It gives detailed and comparable information on the financial markets of the United Kingdom, 13 other European countries, the United States, Canada and Japan. The data provided has been assembled from a large number of sources which have hitherto been unpublished or obtainable only with difficulty in specialized publications in various languages. The tables are presented in three parts. Part one brings together the country data which, for each country covered, comprise a series of tables giving a broad survey of the country's financial structure, a selection of interest rates, and the market for long term securities. Part two is concerned with the market for international security issues, and contains tables comparing rates of yield on the main types of international bonds and giving details of international bond issues. Part three is devoted to comparative tables on security issues and the value of outstanding securities, using data extracted from the country tables in part one. The content and presentation of *OECD Financial Statistics* are still provisional, and it is intended to introduce additional series of tables as new kinds of financial data become available. Particularly mentioned in the introduction to this first issue are further series on government and corporation transactions, and the activities of specific groups of financial institutions. The differing characteristics of the financial markets in the countries covered make the provision of precisely comparable statistics difficult. The standardization of tables has been carried as far as possible, and full explanatory notes are provided for every table.

Britain's industrial image in Portugal, according to a recent London Chamber of Commerce report, it not what it once was and some concerted effort is required to improve it. This report, **Portugal: a Market Report** (24 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 10s. (50p)) is the latest in a series of reports on overseas markets put out by the Chamber of Commerce, and was published following the visit of a mission to Portugal in April. The report, which includes analyses of each industrial sector, pinpoints certain areas of opportunity open to British businessmen as well as emphasizing the prospects for investment, joint ventures and licensing. It also analyses Portugal's current development plan and gives useful statistics of Anglo-Portuguese trade over the past four years. In order to improve the British industrial image, the report makes a number of recommendations, including, greater publicity of British achievements, larger British participation in the International Trade Fair held in Lisbon every June, and a more aggressive approach by British salesmen who should preferably be able to speak Portuguese.

Employment Location in Regional Economic Planning, by G. M. Lomas and P. A. Wood. (172 pages. Frank Cass & Co. £3 15s. (£3.75) ISBN O 7146 1587 0.) The research reported in this volume was undertaken in the University of Birmingham's West Midlands Social and Political Research Unit. The aim of the study is to consider the problems of development within regions, using the West Midlands as a case study. The generation of employment by the regional economy and its relationship with the size and socio-economic character of local workforces has been selected as a key issue, as a means of focusing the discussion. The first chapter gives a general background to regional planning in Britain and to the problems facing the West Midlands Region. The study begins with an examination of trends in employment growth in the West Midlands during the period 1951-1963. Following chapters present evidence of the character and distribution of the manufacturing and service industries, attempt to measure variations in the economic and social character of towns, using several detailed case studies as illustrations and examine labour supply and demand in the region. The final chapter reviews the plans which were current in 1967 for population redistribution within the West Midlands Region, for industrial relocation, new and expanded towns, commuting and the role of the Birmingham conurbation. Particular attention is paid here to the part played by local authorities, and to the national policies for controlling industrial location. A large number of statistical tables and diagrams and maps accompany the text. The authors have assembled a great deal of data in support of their study. They point out that many places within the West Midlands region display structural deficiencies in their economies similar to towns in areas which have been recognized as needing special economic first-aid. It is suggested that insufficient emphasis has been laid in the past upon the need to deal with problems of the uneven distribution of economic growth within particular regions. Allowance needs to be made in using this work for the fact that it was apparently completed towards the end of 1967, although publication has only just taken place. Some of the statements made have therefore been rendered inaccurate by later developments. Amongst them is the comment on page 143 that 'no information whatever is published on Industrial Development Certificates refused'. An annual statistical table of IDC refusals, regionally broken down, has been published in the *Board of Trade Journal* since 1968. The most recent figures, for 1969, were published in the issue for July 22, 1970.

Regional Unemployment and the Relocation of Workers, by Martin Schnitzer. *Praeger Studies in International Economics and Development.* (253 pages. Published by Praeger; distributed by Pall Mall Press. £6 5s. (£6.25).) The existence of areas with unemployment at rates well above the national average is a problem which has concerned the governments of many countries; and one aspect of employment policy is the relocation of unemployed workers to areas where employment is available. All Western countries, with the exception of the United States, use relocation allowances to stimulate the geographical mobility of unemployed workers. The purpose of Professor Schnitzer's comparative study is to see what lessons can be drawn from their experience of the United States. Separate chapters are devoted to Sweden, Canada and Great Britain, and a further chapter briefly examines the experience of six further European countries. In Britain the main emphasis in the attack on regional unemployment has been on attracting industry to the areas where it exists; but some machinery for the relocation of workers does exist – and the Resettlement Transfer Scheme operated by the Department of Employment and Productivity, the similar scheme provided by the Northern Ireland government, and the relocation of workers by the National Coal Board and British Railways are described and assessed. The final chapters consider the situation in the United States where, up to now, only a series of pilot projects for relocation has been undertaken.

The Antitrust Laws of the United States of America, by A. D. Neale. 2nd edition. (527 pages Cambridge University Press. Cloth, £4 SBN 521 07657 9; paperback, £1 8s. (£1.40) SBN 521 09528 X.) The first edition of Mr. Neale's study of competition enforced by

(*Continued at foot of next page*)

AVIATION AND SHIPPING, *continued*

nical experts and political leaders could work together to establish a suitable and permanent international organization to alleviate if not solve the problem.

'The International Civil Aviation Organization convened a meeting on aircraft noise last year at which substantial progress was achieved towards the long-term solution of the problem,' answered Mr. Corfield. 'I am satisfied that continuing to work through ICAO will achieve the most effective results rather than attempting to set up yet another international organization. It is impossible to consider noise abatement in isolation from the general operational environment, including safety.'

Sales of British ships

Mr. Corfield was asked what number and tonnage of ships flying the British flag were sold second-hand to overseas owners in 1969; and how far the average price obtained was above that in 1968. He replied that 105 vessels of 831,000 gross tons were sold to overseas shipowners in 1969. Comparable information about average prices was not available.

Merchant Shipping Act 1970

A Member who asked what progress was being made in drafting the appropriate regulations under the Merchant Shipping Act 1970; and when the first of these would be placed before Parliament, was told by Mr. Corfield that work on the regulations had begun and he hoped to discuss shortly with representatives of industry the procedure for consulting them about proposals for regulations. The preparation of the regulations was a formidable task and he could not state at present when it would be possible to lay the first one.

Fishing Vessels (Safety) Act 1970

Answering an inquiry into the drafting of rules and regulations under the Fishing Vessels (Safety) Act 1970, Mr. Corfield said priority continued to be given to the necessary preparatory work within the Board for the drafting of rules. This would form the basis of detailed discussion with the industry which would take place at the earliest opportunity.

Carriage of goods by sea

Mr. Corfield told a Member who asked if he was satisfied with the operation of the present legislation controlling the carriage of goods by sea that the Government were considering the desirability of amending the present legislation on this subject.

THURSDAY, JULY 23

Airport safety

In reply to a question asking what action he proposed to take about the representations made to him by the British Airline Pilots Association about the poor equipment for navigational aids, and the danger to aircraft, at a number of European airports, including Edinburgh Turnhouse, Mr. Corfield said: 'I am always willing to consider specific suggestions from BALPA concerning airports though they have not made any representations to the Board of Trade in regard to navigational aids at Edinburgh Turnhouse. Responsibility for airports outside the United Kingdom rests solely with the Government of the countries concerned.'

Visits by British overseas commercial representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
AUSTRIA (Vienna)	D. J. NOBLE, Commercial Officer	November	March 1968
GAMBIA (Bathurst)	S. A. DOWNTON, Second Secretary (Commercial)	October	June 1968
SOUTHERN YEMEN (Aden)	D. R. MACLENNAN Third Secretary (Chancery/Commercial)	September	December 1969

British firms and organizations, including those in the areas covered by the Board of Trade offices for the Eastern Region and London (E, EC, N, and WC), and the South Eastern Region and London (NW, W, SE, and SW), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Export Director stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page viii of the *Board of Trade Journal* of July 15, 1970). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Room 469, 1 Victoria Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

NEW BOOKS, *continued*

,aw' was widely acclaimed when it appeared in 1960; and the continued demand has made it necessary to prepare a new edition to take account of the continuing succession of important court decisions. In particular, when the original text was completed the appellate courts had hardly begun to hand down decisions under the revised section 7 of the Clayton Act; and the treatment of the law on acquisitions and mergers was summary in the extreme. In this new edition a fresh chapter on this subject has been interpolated, and minor revisions have been made to the text throughout. Part II, *Antitrust Assessed*, has been revised to take account of the considerable changes in the climate of thought and the many additions to the literature which have occurred since 1960.

The United Kingdom as a Market for Australian Exports. (98 pages. Marketing Consultancy International, PO Box 28, Maidenhead, Berkshire. £18 18s. (£18.90)). Although this report was prepared as a basic background document to the marketing of Australian food products in the United Kingdom, it could be useful to British businessmen seeking basic information on Australia as well as to those seeking to increase their business in this country. It provides a brief description of Australia in demographic and economic terms and examines the general pattern of trading in the country. But the bulk of the report gives a detailed survey of the United Kingdom market for various food products. The effect of United Kingdom entry into the Common Market on trade with Australia is discussed, and the addresses of various Australian Marketing Boards are given.

Recruitment Handbook, edited by Bernard Ungerson. (285 pages. Gower Press. £4 5s. (£425) ISBN 0 7161 0034 7). Increased efficiency in recruitment and selection means reduced recruiting costs on the one hand, and reduced staff turnover and improved employee output on the other. To bring together a summary of the scattered sources of information on this vital subject the editor, a senior personnel manager in industry and former Chief Psychologist at the War Office, has assembled 20 expert contributors to cover every aspect of the subject. Part one of the book describes recruitment methods and procedures: internal selection and manpower planning; job specification; advertising; application forms; physical, intelligence, personality and trade skill testing; and interviewing techniques. Part two goes into detail on the best recruitment methods for particular job categories: operatives, salesmen, technical staff, graduates and management. There are also studies of the requirements of different fields such as retailing, banking and the financial sector generally.

Management and Unions: the Theory and Reform of Industrial Relations, by Allan Flanders. (317 pages. Faber & Faber. £3 10s. (£3.50) ISBN 0 571 09280 2). The author has gathered together in this volume a number of papers and essays that he has written during the past few years, in order to provide a discussion on the state of industrial relations in this country. By examining the role of trade unions and management in turn, he shows how their individual responsibilities have rapidly altered in the last decade; and he analyses the shortcomings of our present system. He points the way to more positive action by government and managements alike; and in a final section on collective bargaining develops these views with reference to the recent Donovan Report and the White Paper *In Place of Strife*.

There is growing interest in the wider social responsibilities of business organizations, and this is the subject discussed in **Wider Business Objectives in Management Education,** by Paul Cherrington. *Occasional Paper Number Eight*. (17 pages. Industrial Educational and Research Foundation, Room 18-11 Portland House, Stag Place, London SW1. 6s. (30p)). The effects of commercial activity are considered in sections on commercial morality, employee relations, the physical environment and the national interest. Following this discussion is an account of the treatment of these and related subjects in management courses at the Administrative Staff College at Henley. It is concluded that more research is needed to examine the role of business in modern society, and in particular to study the activities of organizations and the attitudes of managers in Britain, to parallel American work in the same subject field.

Other publications

THE DIRECTORY OF DIRECTORS 1970. A List of the Directors of the Principal Public and Private Companies in the United Kingdom, with Names of the Concerns with which they are associated. 1,165 pages. Thomas Skinner & Co. Publishers Ltd. £5. SBN 611 00220 5.

HOUSEMAN'S LAW OF LIFE ASSURANCE. 7th edition by E. A. Holder. 280 pages. Butterworths. Case-bound £3. ISBN 0 406 59701 4; Limp-edition £2 ISBN 0 406 59702 2.

NATIONAL INCOME AND EMPLOYMENT ANALYSIS by Arnold Collery. *Introduction to Economics Series*. 2nd edition. 162 pages. John Wiley & Sons Inc. Cloth edition £2 16s. (£2.80) SBN 471 16530 1; Paperback 27s. (£1.35) SBN 471 16531 X.

SCIENCE AND MATERIALS FOR CONSTRUCTION TECHNICIANS, by M. Allan. 195 pages. Pergamon Press. Flexi-cover 25s. (£1.25) SBN 08 015794 7.

SKINNER'S HOSIERY AND KNIT GOODS DIRECTORY (INCLUDING LACE MANUFACTURERS) 1970. 23rd edition. 246 pages. Thomas Skinner & Co. (Publishers) Ltd. £3. SBN 611 00240 X.

STRUCTURE AND PERFORMANCE OF THE U.S. COMMUNICATIONS INDUSTRY: GOVERNMENT REGULATION AND COMPANY PLANNING, by Kurt Borchasdt. 180 pages. Published by Harvard Business School. Distributed by Bailey Bros. & Swinfen Ltd. £3. SBN 87584 0825.

TAXATION KEY TO INCOME TAX AND SURTAX 1970-71, edited by Percy F. Hughes and J. M. Cooper. 69th edition. 247 pages. Taxation Publishing Company Ltd., 98 Park Street, London W1Y 4BR. 22s. (£1.10).

TECHNIQUES OF INVENTORY MANAGEMENT, by Louis M. Killen. 175 pages. Published by the American Management Association. Distributed by Bailey Bros. & Swinfen Ltd. £6 5s. (£6.25) SBN 8144 5206 0.

TECHNIQUES FOR PROJECT APPRAISAL UNDER UNCERTAINTY, by Shlomo Reutlinger. *World Bank Staff Occasional Papers* 10. 95 pages. Published by International Bank for Reconstruction and Development. Distributed by Johns Hopkins Press. 29s. (£1.45).

WORLD PATENT LAW AND PRACTICE, by J. W. Baxter. First Supplement (Up to date to February 1, 1970). 46 pages. Sweet & Maxwell. 20s. (£1.00) SBN 421 15390 3.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales:		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108·3	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	111·7	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113·2	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	113·9	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	119·8	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	122·9	142	142	112	103	135	135	144	131	131	305	211	22	37
1968															
1st quarter	115	117·8	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	118·8	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120·7	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122·3	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	121·8	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123·2	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123·2	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	123·6	146	146	114	103	136	142	148	126	134	157	100	7	28
1970															
1st quarter	117	124·3	149	148	114	103	131	141	138			- 2	58	-15	-41
1969															
December		124				103									
1970															
January		123				103									
February		124				104									
March		126				103									
April		125 p				103									
May		122 p				105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month **or** monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,365	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	541	188	24,331	159	150	-297
1969	117	124	131·8	*5·4*	125·0	115·9	197·4	535	200	24,308	167	169	415
1968													
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	-107
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	547	189	24,292	161	154	- 10
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	532	202	24,348	160	159	- 68
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	532	198	24,364	163	159	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519	202	24,340	169	167	74
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547	200	24,268	168	173	147
4th quarter	117	124	133·7	*5·1*	127·3	118·0	201·6	544	199	24,258	169	177	171
1970													
1st quarter	121 r	125 p	136·2	*5·0*	130·1	120·6	209·0	561	192		172	180	144
2nd quarter			139·5	*5·8*	129·1 p	123·3 p	213·8	563	187		184 p	182 p	
1970													
January	123 r	127 p	135·5	*5·0*	129·4	119·5	206·5	558	195		167	182	
February	121 r	126 p	136·2	*4·9*	130·0	120·5	209·4	557	192		172	174	
March	121 r	125 p	137·0	*5·1*	130·8	121·6	211·1	567	188		176	185	
April	121 p	124 p	139·1	*5·6*	130·4	122·9	211·8	567	188		181	187	
May	123 p	121 p	139·5	*6·1*	129·2 p	123·4 p	214·3	560	187		177	174	
June			139·9	*5·9*	127·6 p	123·7 p	215·3	561	187		193 p	185 p	
July													

† Not seasonally adjusted. ‡ Including re-exports

Index of industrial production for May 1970

THE PROVISIONAL index of production for May 1970, prepared by the Central Statistical Office, is 122 (seasonally adjusted). For manufacturing industry alone the figure is 126.

For the three months March 1970 to May 1970, it is provisionally estimated that production as a whole was 0.6 per cent higher than in the preceding three months, December 1969 to February 1970, for manufacturing industries alone the increase was also 0.6 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

The quarterly figures for 1968 have been revised.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries							
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	95·8	112·4	105·2	103·2	108·8	115·1	117·1	113·0	114·9	119·6	109·3	95·5	113·8	113·8
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	111·7
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·2	90·0	106·3	106·3
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	117·2
1969	122·9	80·2	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	118·6
1968 1st quarter	117·8	86·7	118·7	114·9	111·7	121·0	115·2	136·3	119·0	122·6	132·8	134·9	87·4	110·9	110·3
2nd quarter	118·8	85·1	120·1	113·1	110·4	118·2	126·0	137·6	121·3	124·9	132·7	139·1	87·3	112·7	112·4
3rd quarter	120·7	83·7	122·6	116·8	113·4	123·2	132·1	140·8	124·1	125·8	136·5	137·4	86·9	121·7	115·3
4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·7	123·7	116·2	114·2	119·8	139·4	144·8	124·5	128·2	143·4	141·7	85·3	113·7	120·3
2nd quarter	123·2	81·0	125·7	118·1	114·9	124·2	136·8	147·7	127·0	130·7	152·8	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·4	126·9	138·7	151·8	129·2	132·8	148·2	148·5	84·8	121·6	118·2
4th quarter	123·6	76·8	126·8	122·2	119·2	127·8	142·8	153·0	128·0	133·8	143·5	145·2	86·0	118·3	119·5
1970 1st quarter	124·3	81·4	127·3	121·6	116·4	131·7	152·4	149·8	129·0	135·6	153·3	147·3	85·7	118·9	116·8
1969 December	124	81 r	126 r	122	119 r	127 r	143 r	153 r	127	134 r	134 r	140 r	86 r	120 r	120 r
1970 January	123	80 r	126 r	120	114	131	149	149 r	126	131 r	149 r	139 r	86 r	124	112 r
February	124	82 r	128 r	122 r	117	132 r	155 r	150 r	130 r	140 r	147 r	146	86	117 r	120 r
March	126	82 r	129	123 r	118	132 r	153 r	150	131 r	136 r	165 r	157 r	85 r	115 r	118 r
April p	125	82	128	120	116	128	137	157	130	142	172	144	85	111	122
May p	122	78	126	120	117	125	149	153	128				85	118	115
December-February (av.)	124	81	127	121	117	130	149	151	128	133†	143†	142†	86	121	117
March-May (av.) p	124	81	127	121	117	128	146	153	129	139†	161†	149†	85	115	118

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118·2	119·8	113·0	107·7	108·3	104·2	106·9	116·8	120·7	109·7	113·4	111·4	117·1	114·3	112·3
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·1	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1968 1st quarter	106·7	106·7	106·5	110·9	115·8	91·0	104·0	125·5	130·4	116·7	119·9	117·2	131·4	121·4	127·6
2nd quarter	109·3	109·2	109·6	111·7	117·5	93·1	102·5	126·5	129·7	120·8	117·6	117·5	133·1	122·1	125·1
3rd quarter	113·8	114·3	112·2	114·3	120·8	94·3	103·8	127·6	130·2	123·0	118·5	118·9	136·9	121·7	129·2
4th quarter	114·5	114·5	114·8	115·6	122·6	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·8
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	115·0	123·3	90·9	101·3	126·1	124·3	129·2	112·8	125·2	141·1	117·2	138·6
1970 1st quarter	115·4	118·8	104·4	115·6	123·8	91·7	102·5	126·8	125·5	129·2	104·7	123·2	145·8	114·3	145·6
1969 December	117 r	122 r	101 r	114 r	122 r	89 r	101 r	124	121	129 r	108 r	126 r	140		145
1970 January	110	112	105 r	114	123 r	89 r	100 r	126	124 r	130 r	104 r	122 r	148 r		144 r
February	118	123 r	103	115 r	124 r	92	102 r	128 r	126 r	133 r	110	123	139		142 r
March	118 r	123 r	105 r	117 r	125 r	94 r	105 r	126 r	127	125 r	100 r	124 r	151 r		151 r
April p	117	120	108	116	125	92	103	119	126	108	118	120			158 r
May p	116	117	113	116	125	94	100	120	123	113	103	121			127
December-February (av.)	115	119	103	114	123	90	101	126	124	131	108	124			143
March-May (av.) p	117	120	109	116	125	93	103	122	125	115	107	122			145

† Latest available 3 months (February-April) and previous 3 months (November-January)

Industrial building in the second quarter of 1970

THE MINISTRY OF TECHNOLOGY announce that the floor area approved by industrial development certificates in the second quarter was 27.0 million square feet. This brought the total for the first six months of 1970 to 52.9 million square feet, almost the same as for the second half of 1969, 52.7 million, but about one sixth lower than the high figure of 63.2 million in the first half of last year.

Approvals in the Development Areas in the second quarter, 9.8 million square feet, were 36 per cent of the Great Britain total. For the first half of 1970 as a whole the proportion for these areas was 32 per cent, compared with 26 per cent in the second half of last year and 31 per cent in the first half. These areas contain about 23 per cent of the total population of the country and about 21 per cent of the insured employees.

The Intermediate Areas, for which is was announced in June last year, that industrial development certificates would be available on the same basis as in Development Areas (see *Board of Trade Journal*, July 2, 1969), aiso show an increased proportion of approvals. Their proportion in the second quarter 1970 was rather lower at 6 per cent, but taking the first half year as a whole the figure was 8 per cent, the same as in the second half of last year, compared with 6 per cent in the first half of last year, i.e. before the intention to designate these areas was announced.

million square feet

	Great Britain					North	Yorkshire and Humberside	East Midlands	East Anglia	South East	South West	Wales	West Midlands	North West	Scotland
	Total	Development Areas (†)		Intermediate Areas (‡)	Rest										
1961	56·5	15·0		3·1	38·4	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1		2·1	26·1	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2		2·0	25·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	4·9
1964	59·0	20·2		3·6	35·2	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·7		3·4	33·7	6·2	6·2	3·4	1·9	11·2	3·1	4·5	5·0	9·2	11·0
1966	69·7	28·6		3·4	37·6	8·2	6·4	4·4	3·8	10·9	3·6	9·3	5·8	9·0	8·2
1967	87·3 (59·7)	28·8 (26·4)	*33*	5·4 (3·2) *6*	52·9 (30·0)	7·5 (7·5)	8·7 (4·5)	6·4 (3·8)	3·6 (2·1)	20·7 (11·4)	6·3 (3·3)	5·7 (5·7)	7·1 (4·0)	11·3 (7·5)	10·1(10·1)
1968	110·3 (78·9)	37·9 (35·7)	*34*	6·6 (4·4) *6*	65·8 (38·8)	11·9 (11·9)	9·0 (5·8)	7·3 (4·2)	4·8 (2·8)	21·1 (11·1)	6·3 (3·9)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8(11·8)
1969	115·9 (80·6)	33·0 (30·5)	*28*	8·0 (5·1) *7*	74·9 (45·0)	9·9 (9·9)	15·4 (10·7)	6·7 (4·1)	6·3 (4·1)	26·3 (13·9)	6·8 (4·1)	8·3 (8·3)	10·4 (5·9)	16·8 (10·6)	9·1 (9·1)
1968 1st qtr.	24·6 (18·0)	8·9 (8·4)	*36*	1·61 (1·1)	14·1 (8·5)	2·6 (2·6)	2·0 (1·5)	1·8 (1·0)	1·6 (1·0)	4·0 (2·0)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd qtr.	27·1 (19·5)	8·2 (7·9)	*30*	1·6 (1·1) *6*	17·3 (10·5)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·3)	2·0 (1·3)	1·3 (1·3)	3·9 (2·1)	3·6 (2·5)	2·4 (2·4)
3rd qtr.	31·2 (22·3)	12·6 (11·8)	*40*	1·6 (1·1) *5*	16·9 (9·4)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·5 (3·3)	1·5 (0·9)	3·0 (3·0)	2·8 (1·7)	5·1 (3·3)	2·8 (2·8)
4th qtr.	27·5 (19·1)	8·2 (7·7)	*30*	1·8 (1·1) *7*	17·5 (10·3)	1·6 (1·6)	1·9 (1·2)	2·5 (1·3)	1·0 (0·7)	5·3 (2·6)	1·3 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969 1st qtr.	33·3 (22·5)	9·5 (8·7)	*29*	1·9 (1·1) *6*	21·9 (12·7)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·0)	2·3 (1·3)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd qtr.	29·9 (20·5)	9·9 (8·9)	*33*	1·8 (1·3) *6*	18·2 (10·3)	3·8 (3·8)	2·1 (1·2)	1·7 (0·9)	1·7 (0·9)	6·9 (3·6)	1·7 (1·1)	2·1 (2·1)	2·8 (1·7)	5·1 (3·1)	2·0 (2·0)
3rd qtr.	25·8 (18·1)	6·8 (6·5)	*26*	1·9 (1·2) *7*	17·1 (10·4)	1·9 (1·9)	3·6 (2·2)	1·4 (1·0)	1·3 (0·9)	5·8 (3·4)	1·5 (0·9)	2·2 (2·2)	2·6 (1·3)	3·3 (2·1)	2·1 (2·1)
4th qtr.	26·9 (19·5)	6·9 (6·5)	*26*	2·4 (1·4) *9*	17·6 (11·6)	1·5 (1·5)	6·0 (4·9)	1·3 (0·9)	1·3 (0·8)	5·3 (2·9)	1·3 (0·8)	1·6 (1·6)	2·3 (1·3)	3·8 (2·3)	2·4 (2·4)
1970 1st qtr.	25·9 (18·4)	7·1 (6·7)	*28*	2·7 (1·7) *10*	16·0 (10·0)	1·9 (1·9)	2·0 (1·1)	1·6 (1·0)	0·9 (0·6)	5·8 (3·1)	1·3 (0·9)	2·1 (2·1)	3·0 (2·0)	5·5 (4·1)	1·7 (1·7)
2nd qtr.	27·0 (19·6)	9·8 (9·1)	*36*	1·7 (1·3) *6*	15·5 (9·2)	3·6 (3·6)	2·1 (1·2)	2·4 (1·5)	1·0 (0·6)	5·7 (3·1)	1·6 (1·0)	2·9 (2·9)	2·1 (1·3)	3·3 (2·1)	2·4 (2·4)
3rd qtr.															
4th qtr.															

Notes

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated: New Buildings, extensions to existing premises and existing buildings turned to industrial use are included.

( ) The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the North of England ancillary space was already being included in areas approved before that date but not in the other regions; because of the lack of comparability the percentage share of Development and Intermediate Areas is not shown prior to 1967.

(†) The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966 are the whole of the North Region, most of Scotland and Wales, and parts of the North West and South West Regions.

(‡) The figures in this column are intermediate Area approvals as percentages of Great Britain totals. The places designated as Intermediate Areas under the Local Employment Act, 1970 cover broadly, the Yorkshire Coalfield, North Humberside, North East Lancashire, parts of the Notts Derby Coalfield, parts of South East Wales, Plymouth and Leith.

Northern Ireland index of production

THE provisional index of industrial production for Northern Ireland for May 1970 is 154 (1963=100). This is 1 point lower than for April 1970, and 10 points higher than for May 1969.

The index numbers of the main industrial groups with the increase or decrease on May 1969, shown in brackets are: textiles 197 (+21 points), clothing 127 (−4), engineering and metals 130 (+17), food, drink and tobacco 125, timber and furniture 148 (+12), mineral products 161 (−5), other manufacturing industries 243 (+31), gas, electricity and water 152 (+9).

New companies registered in Northern Ireland

IN THE MONTH of June, 1970, 49 private companies with a total nominal capital of £438,000 were registered in Northern Ireland.

During the period January-June, 1970, 179 companies with a total nominal capital of almost £1,768,000 were registered as compared with 150 companies with a total nominal capital of almost £1,114,0000 registered in the same period in 1969.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Deliveries and orders on hand in the engineering industries

FINAL FIGURES for the first quarter of 1970 are now published showing production, deliveries and orders in the engineering industries. In addition provisional figures are given for April and May in Table 2, but the response is too low to justify the greater breakdown in Table 1 beyond April.

The trends suggested by the latest figures are as follows:

1. Although both home and export deliveries are at a higher level than in 1969 they have remained flat during the early months of 1970 and show no inclination as yet to climb.

2. Although export net new orders have fallen from the high level attained at the end of 1969 they still remain slightly above deliveries.

3. Home net new orders have been erratic but are generally at a lower level than at the beginning of the year.

4. Whilst export orders on hand continue to show an upward trend home orders on hand remain flat.

Description of the Statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The Statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order XI of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should not be taken to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. Statistical inquiries to 01.799 5688, Ext. 36.

Table 1. Engineering and electrical goods (S.I.C. Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	107
1964	109	109	108	109	106
1965	113	115	120	109	112
1966	122	123	122	121	118
1967	126	123	123	129	115
1968	131	126	135	137	128
1969	137	131	147	144	142
1968 1st qtr.	128	123	135	135	134
2nd qtr.	131	125	132	140	129
3rd qtr.	131	126	137	138	117
4th qtr.	132	129	135	137	128
1969 1st qtr.	134	127	146	142	127
2nd qtr.	137	132	151	142	143
3rd qtr.	140	132	151	149	138
4th qtr.	139	134	144	147	155
1970 1st qtr.	141	136	153	147	151
1969 January	132	122	150	142	
February	133	128	141	138	
March	138	132	148	145	
April	135	128	153	143	
May	138	134	147	141	
June	137	133	154	141	
July	137	131	153	143	
August	139	131	151	149	
September	144	134	148	156	
October	139	132	151	148	
November	141	136	142	146	
December	136	135	130	139	
1970 January	135	131	149	139	
February	143	140	147	146	
March	146	136	165	157	
April p	145	142	172	144	
Average:					
Latest 3 months	145	139	161	145	
Previous 3 months	137	134	140	137	
Percentage change	*+5*	*+4*	*+15*	*+5*	

p Provisional
(†) Covers Minimum List Heading 331 to 349 of the Standard Industrial Classification
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Clasrification
(‖) Quarterly index of the value at constant (average 1961) prices of exports and re-exports included in Divisions, 71, 72 and 76 of the Export List. The coverage is not identical with identical commodities produced in Orders VII-IX of the Standard Industrial Classification

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

(*Table 2 on page 225*)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 to 1966, during the week ended Friday, July 24, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Walk A Crooked Path	Br/E 34990	87	July 23	Butcher's Film Distributors Ltd.	Hanover Film Productions (1969) Ltd.
Movietone News 2146	Br/E 34907	8	July 24	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2146A	Br/E 34908	7	July 24	,, ,,	,, ,,
				FOREIGN	
River Run	F 34986	89	July 22	Columbia Pictures Corp. Ltd.	Columbia Pictures Industries Inc.
Four Clowns	F 34987	96	July 22	Twentieth Century-Fox Film Co. Ltd.	Robert Youngson Productions Inc.
Hang Your Hat On The Wind	F 34988	48	July 22	Walt Disney Productions Ltd.	Walt Disney Productions
The Tall Women	F 34989	94	July 22	Ranworth Film Services Ltd.	Danny Films, Rome and I.M. Films, Madrid
The Emerald Of Artatama	F 34991	85	July 23	,, ,,	U.F.A. International, Munich and Lacy Film. Madrid

Australian stores choose British goods again this year

'The promotion laid the foundation for a successful winter selling season by making the public aware once again of quality British merchandise' . . .

'About 75 per cent of the merchandise on display for sale in the store was British' . . . .

'Increased sales in all departments' . . .

'Store traffic well above normal' . . .

'Promotion a great success' . . .

'A new high standard of comparison in the store promotion field' . . .

COMMENTS such as these give some indication of the success of a series of promotions of British goods that have been staged during the last five months by the giant Myer Group of retail stores. Together with British promotions by Buckley & Nunn and F.V. Richards and Co., some 18 stores and branches have featured British goods in Melbourne, Sydney, Adelaide and Brisbane this year, with the support of the British High Commission and the Board of Trade. They follow important British promotions in Australia that have taken place during the past two years, and are a clear indication of the strong and growing interest in British goods in Australia today.

MYER GROUP PROMOTIONS

British ready-to-wear clothing, both for men and women, was in great demand in every Myer store and very successful sales are reported. Interest was stimulated by arresting store displays (in which display material provided by the Board of Trade was used to great advantage); by fashion parades in the larger stores and also by ingenious and crowd-pulling window displays of medieval clothes made from contemporary British fabrics, in a Shakespearean setting. Designed by Kenneth Rowall of London, each window showed a scene from one of the plays, with models dressed in appropriate historical costumes made from the most modern man-made fibres in all their vivid colours and patterns, or from leather with metal trims and accessories. The costumes, created by Myer's display controller, Mr. Fred Asmussen, would lend themselves easily to today's fashion scene with its leaning towards medieval-looking evening wear.

Television, press and radio coverage for all the Myer's promotions was impressive. The company undertook a wide and cleverly planned advertising programme on all three media both before and during their promotions that gave a clear guide to the detail and volume of British merchandise that was on sale and ensured that the company's stores were filled with customers throughout the week.

Melbourne Emporium

Myer's staged the first of their series of British store promotions at their Emporium in Melbourne's Bourke Street, and also in their four stores in the suburban areas of the city. The promotion was officially opened by the British High Commissioner, Sir Charles Johnston, at a reception in the store's Mural Hall, at which the Lord Mayor and Lady Mayoress of Melbourne and some 150 guests were present. The opening ceremony was followed by a

(*Continued on page ii*)

Left, above: Spectacular fashion parades were held daily in front of packed audiences in the Myer store in Melbourne, led by two London models. Below: Fashion parades were a popular attraction at the Melbourne store of Buckley and Nunn during its British promotion earlier this year. A BOAC-sponsored competition, offering a 'dream trip for two' to London and back as the prize, also aroused great enthusiasm.

spectacular 30-minute parade of British fashions, led by two London models, that was repeated throughout the week to packed audiences.

'John Bull' himself welcomed customers to the main store. Inside, the British theme ran riot on all floors to set off what advertisements claimed to be 'the most comprehensive presentation of British merchandise and attractions yet seen in Australia'.

Shoppers clamoured to see an exhibition of the Investiture of the Prince of Wales with life-sized figures of the Royal Family; another from eight famous English public schools, and a third on posts and telecommunications – all of which had been arranged by the Board of Trade on the store's behalf. Children had a real field day in the store's 'Toyland', where the Lego Company had mounted a mobile rotunda of kings and queens and famous people in British history, and where they could pick up giveaway Union Jack caps and brightly coloured London bus cut-outs.

Myer's merchandising directors are well satisfied with the results of their Melbourne British promotions and increased sales are reported from all departments, especially those dealing in knitwear, women's fashions and menswear.

Farmer's, Sydney

Farmer's, the Sydney store of the Myer Group, held the second of the group's British promotions at their city store in Market Street and at three suburban stores. It was opened by the Hon. E. A. Willis, Chief Secretary for New South Wales, at an evening reception for 100 guests who were able to see a preview of the attractive British exhibits in the store's Blaxland Gallery, where the Prince of Wales Investiture Exhibition was staged, togetner with replicas of the Crown Jewels and some magnificent examples of Church embroidery work on loan from the British Embroderies Guild.

The window display of Shakespearean scenes with their characters in 'groovy' gear had Sydney passers-by goggling, while inside the mass of flags and banners – many of them supplied by the Board of Trade – made splashes of colour on every floor. A replica of the Eros fountain on the ground floor set the British theme, while nearby a display of cricket exhibits on loan from the MCC held the attention of Sydney's many cricket fans.

A great attraction in the fine china department was the personal appearance of Mr. Elwyn James of Wedgwood, who came out specially for the event and displayed his expertise at Jasper figure-making to a fascinated audience. Daily fashion parades, again led by the two London models, and a display of fine British cloth attracted much interest and generated considerable sales.

The British exhibits, supported by television, radio and press advertising, attracted a large number of people into the store and the flow of store traffic resulted in a substantial rise in the sale of British goods. The most successful sector in terms of percentage increase was in men's and women's outerwear, but knitwear of all kinds also did well. Household goods, especially china, were in great demand and sales of leather and travel goods also showed a marked increase. All other departments justified the extra buying in Britain that had been made for the occasion.

Throughout the week Sydney-siders were treated to the unusual sight of authentic London taxis, gaily decorated and carrying advertisements of the promotion, driving between the city and the suburban stores. Although lacking the special attractions of the main store, these three suburban stores were well stocked and decorated and their total sales were reported to be much higher than in the same week a year ago.

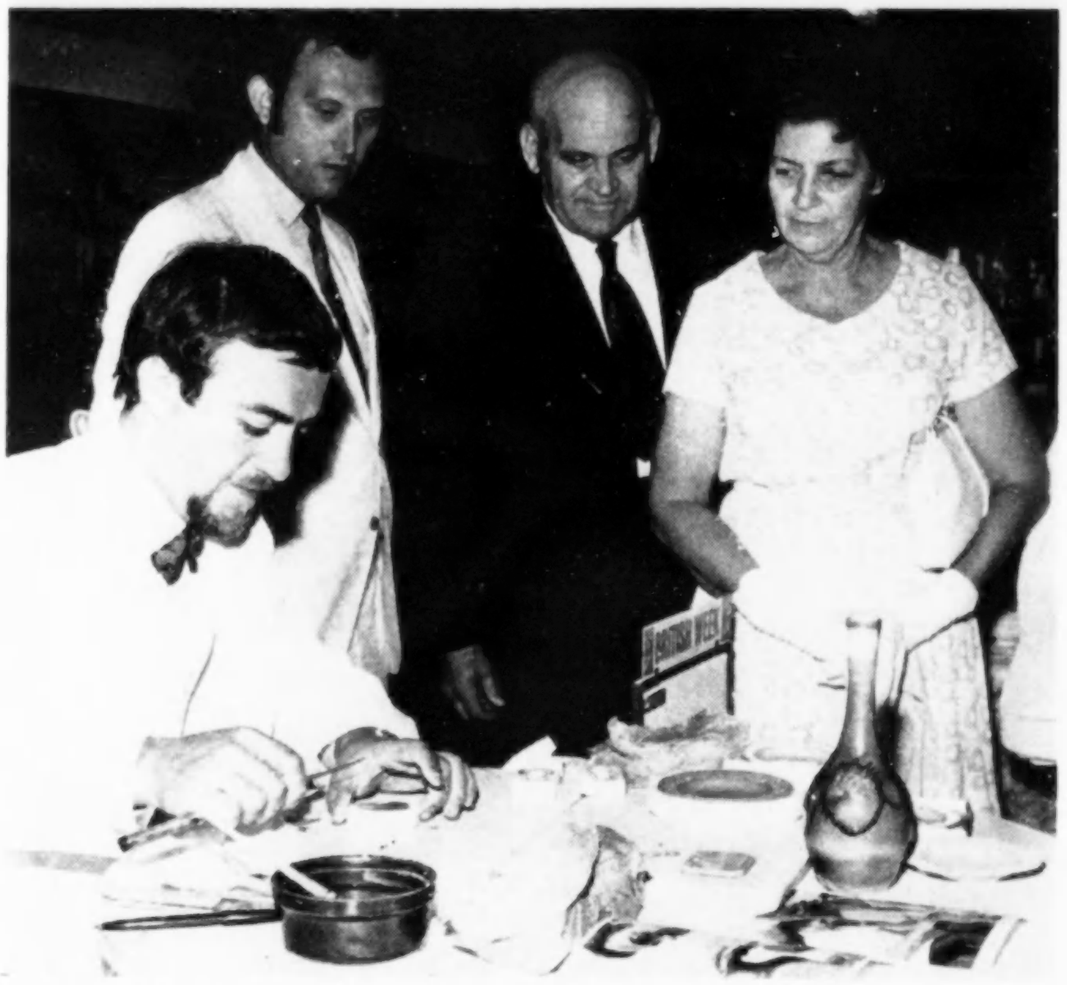
There is no doubt that Farmer's repeated the great success of its counterpart in Melbourne. The Sydney public have been given a new high standard of comparison in the store promotion field and the management of Farmer's are very happy with the result of this British event.

Myer's, Adelaide

The Myer's British promotion in Adelaide, third in the series, was held concurrently with the Adelaide Festival of Arts, and provided a further touch of gaiety to the already well-decorated city.

The window displays on Shakespearean themes, looking out on to the crowded main shopping street, provided an apt and topical link with the Festival performances by the Royal Shakespeare Company. Here again, the Investiture tableau and replicas of the Crown Jewels proved major attractions.

(Continued on page iv)



Wedgwood studio potter, Elwyn James, at work in Farmer's store.

Above : A British beefeater stands guard over a display of fine British china in the Myer store in Brisbane. Board of Trade display material was so popular that the British High Commission received several offers from would-be purchasers.
Right: Attractively displayed British novelty goods drew considerable attention during the Myer promotion in Melbourne.
Below: As heraldic banners, bunting, posters and flags gaily hang overhead busy shoppers crowd the ground floor area of Farmer's city store.

Special displays of china by Royal Doulton and Wedgwood, and books by Paul Hamlyn, resulted in worthwhile business. Women's wear also did particularly well as a result of daily fashion shows which were attended by some 27,000 people during the week.

Myer's, Brisbane

The final Myer promotion, held in Queensland in the company's four stores in Brisbane and in their branch store in Toowoomba, coincided in part with the visit of the Queen and members of the Royal Family to the city.

The opening ceremony at the Fortitude Valley store had a special significance in the Cook bi-centenary year, for it was in this place that a party of English immigrants, newly arrived in their ship 'Fortitude', first settled more than 120 years ago.

The ceremony, held near the Investiture exhibition, was performed by the British Deputy High Commissioner Mr. F. S. Fielding, in the presence of the Hon. J. Bjelke Petersen, the State Premier, and was followed by a mini-fashion show featuring Miss United Kingdom.

Once again, sales were significantly increased, with clothing, travel goods, cutlery and hardware and consumer durables doing particularly well .

Very effective use of the great variety of material supplied by the Board of Trade was made by the stores display staff. Fifty windows in the four Brisbane stores and in Toowoomba were given over to the British promotion, the bulk of the display being in the two larger Brisbane stores in Queen Street and Fortitude Valley. In addition to the Shakespearean display, some of the very large windows of both branches and all other windows in every store displayed British goods – Viners cutlery, Antler luggage, Ladybird, Hotpoint, Swan Prestige, to mention but a few. These and similar displays within the stores were well pointed by the strategic placing of well designed and very noticeable 'From Britain', placards.

Both Myer's and the British High Commission office received a number of telephone requests from would-be purchasers of the heraldic banners and shields provided by the Board of Trade – a sure indication of their effectiveness.

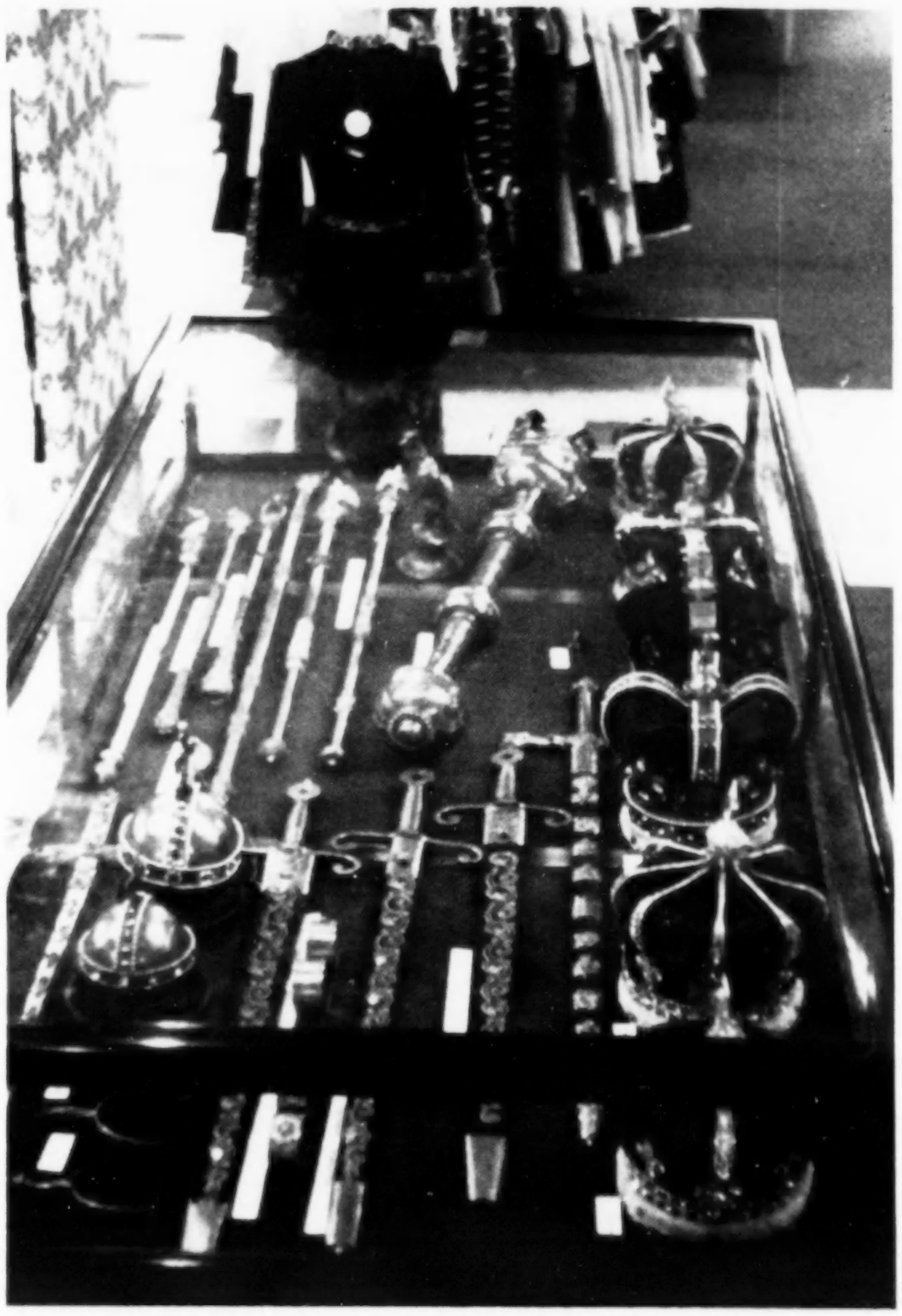
'BUCKLEYS BRITISH 1970 CELEBRATION'

The Melbourne department store of Buckley & Nunn staged a British promotion earlier this year as an anniversary sequel to the very successful one they held in 1969, for which they had been presented with a commemorative plaque by the Board of Trade. The award was extensively used in the advertising theme for this year's promotion. Using largely their own resources, Buckley's produced a tasteful external and internal British decor both in the main city store and in their surburban branches to highlight their large stocks of quality British merchandise. To the fore were all items of fashion for which Buckleys are renowned: suits, coats, shoes and knitwear. All these goods were easily identified by the use of stick-on Union Jack box labels and swing tickets that gave immediate impact to the quantity of British goods that there were to buy.

An attraction of the promotion was a well advertised competition of a 'dream trip for two' to London and return, by BOAC. A wide range of features included a topical Captain Cook exhibit, a vintage Rolls Royce, and a large display of models of the P & O fleet.

The homewares section presented an attractive exhibit of 15 different table settings of English china, selected by world-famous British personalities. This created great interest and sales of better quality dinnerware were reported to be high.

It was perhaps unfortunate that the thermometer was around 90 F on most days of the promotion, and the directors of Buckleys reported that the very high sales figures of 1969 were not quite equalled this year. Nevertheless they considered the promotion to have laid the foundation for a successful winter selling season by making the public aware once again of quality British merchandise from the better United Kingdom suppliers. The 1968 sales were far exceeded, which they consider emphasized the fact that even in adverse conditions good results can be obtained by a presentation of respected merchandise.



Models of the Crown Jewels on display at F. V. Richards and Co. during their 'Best of Britain' promotion.

F. V. RICHARDS AND CO.

A more specialized British promotion, devoted to exclusive garments from top-level British designers, was staged by the firm of F. V. Richards and Co., who have built up a reputation in Sydney over the last 70 years as retailers of some of the finest clothing in the world.

This promotion, entitled 'The Best of Britain', featured a collection of clothes by world-famous British makers of men's suits, topcoats, shoes, skirts and knitwear and of ladies' ensembles, skirts, shoes and knitwear.

The promotion was centred in the main Richards store in the heart of downtown Sydney shopping area, but was also seen in the exclusive Richards store in Double Bay, one of Sydney's most fashionable suburbs.

Special display material provided by the Board of Trade included a set of eight figures in authentic historical costumes and, on a more modern note, a scale model of the Concorde.

F. V. Richards estimate that about 75 per cent of the merchandise on sale in the two stores came from Britain – possibly a record figure for any overseas promotion of this kind.

F. V. Richards and Co. is still very much a family firm. Mr. Vic Richards, who conceived the idea of this British promotion, is delighted with the result and keen to mount another as soon as possible.

Taken all together, these all-British promotions in Australia have given wide publicity to a very great range of British consumer goods, and it is confidently expected that their combined effect will lead to substantially increased buying next year. British goods have also been prominent during a series of international promotions that is being mounted from May to September in six Australian cities by the David Jones Group, who staged very successful all-British promotions across the Australian continent in 1968.

Table 2. Engineering industries (Orders VII, VIII and IX and part Order XI (†) seasonally adjusted)

Index numbers of the volumes of orders and deliveries (‡)

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100		December 1963 (unadjusted) = 100	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	117	139	132	101	134	133	166	150	131
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter	117	140	136	101	139	136	166	144	136
1970 1st quarter	121	151	140	103	143	137	174	169	149
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	159	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October	116	141	139	100	141	139	163	143	140
November	117	140	133	100	139	135	165	143	128
December	117	139	136	101	137	134	166	144	141
1970 January	123	183	139	105	168	136	176	223	148
February	121	124	136	103	118	134	176	139	142
March	121	145	145	103	145	141	174	145	156
April p	121	138	139	100	113	138	183	201	142
May p	123	151	136	104	167	133	178	112	145
Average:									
Latest three months	123	145	140	104	142	137	178	153	148
Previous three months	121	149	137	103	141	134	176	169	144
Percentage change (§)	*+1*	*– 3*	*+2*	*+1*	Nil	*+2*	*+1*	*–10*	*+3*

p Provisional
(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI)
(‡) At constant prices
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Trailers for August and September
Cars and Commercial Vehicles for May 1970
Tools and Implements for March and April 1970
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for May 1970
Footwear for May 1970
Salt for May 1970
Rubber for April 1970
Metal Working Machine Tools for May 1970

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General Printing and Publishing for Fourth Quarter 1969
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Brushes and Brooms for First Quarter 1970
Manufactured Stationery for First Quarter 1970
Hearing Aids for First Quarter 1970

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Division, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757, *Ext.* 7146).

BOOSEY & HAWKES LIMITED

Music Publishers, Musical Instrument Manufacturers and Distributors

Extract from Report and Accounts 1969

	1969	1968
	£	£
GROUP NET PROFIT AFTER TAXATION	358,003	349,960
DIVIDENDS – Preference	21,438	21,825
Ordinary	147,153	137,343
RETAINED	189,412	190,792

The trend of record group trading profits has continued in 1969. A final dividend of 15 per cent (13½ per cent) is recommended, making a total for the year of 22½ per cent (21 per cent).

In music publishing royalty revenue increased. There were increases in music sales both in the home and export markets and this upward trend is continuing.

New records were achieved in musical instrument production and sales with the value of exports increasing significantly.

Hammond Organ turnover in both the United Kingdom and South Africa was satisfactory, but for both companies there was a reduction in net profit.

Consideration is being given to plans for increasing space for manufacturing and distribution.

Subject to unforeseen circumstances it is considered that both profits and dividends should be maintained for 1970.

Thanks and appreciation are expressed to employees throughout the group.

The Union Discount Company of London Ltd 39 CORNHILL · LONDON · EC3

At a Meeting of the Board of this Company held today, the Directors declared an Interim Dividend of 7½% (1s. 6d. per £1 Unit of Stock) on account of the year ending 31st December, 1970.

This Interim Dividend, less Income Tax at 8s. 3d. in the £1 will be payable on or after 21st August, 1970 to Stockholders in respect of the Stock registered in their names in the Books of the Company at the close of business on the 27th July, 1970.

Profits for the six months ended 30th June, 1970 show a substantial improvement over those for the corresponding period in both 1968 and 1969.

The Close Company provisions of the Finance Act 1965 do not apply to the Company.

Are YOU Looking for EXPORT MARKETS?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the following countries. We have special arrangements to answer your questions in London.

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in May was 12 per cent less than in May, 1969.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-May deliveries of woven fabrics (excluding blankets) were 10 per cent less than in the same period of 1969; deliveries of worsted yarn (excluding semi-worsted yarn) were 6 per cent less. Production of wool and hair tops was 9 per cent less, but that of man-made fibre tops was 6 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1969	384·6	202·9	93·0	313·6	221·5	155·6	130·6	32·2
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
4th qtr.	93·9	49·2	24·7	78·1	57·4	38·1	33·8	8·5
1970 1st qtr.	92·2	49·6	24·8	74·3	54·1	33·3	31·0	7·5
1969 Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4
Oct.	33·5	17·4	9·0	27·5	21·2	13·7	11·9	2·7
Nov.	30·5	16·0	8·6	25·3	18·3	12·9	11·3	2·3
Dec.	29·9	15·7	7·2	25·3	17·9	11·5	10·7	3·5
1970 Jan.	31·8	17·5	9·0	25·8	17·8	12·0	10·5	2·8
Feb.	29·8	16·1	7·8	23·8	18·3	10·5	10·0	2·6
Mar.	30·6	16·0	8·0	24·7	17·9	10·8	10·5	2·1
Apr.	32·6	18·0	8·8	25·9	21·2	12·0	10·7	2·3
May	27·6	13·8	7·7	22·4	16·6	11·8	9·4	1·9

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In May deliveries of semi-worsted yarn were 1·5 million lb.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the quarter ended June 30, 1970, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

County Courts	974
High Court	306
Total	1,280

Deed of Arrangement

Total number registered	41

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated July 21, 1970.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in May, 1970, was at the same level as in May, 1969.

Statistics issued by the Textile Council show that in the five months January-May the amount of cloth woven was 2 per cent less than in the corresponding period of 1969. Production of doubled yarn remained at the same level while the amount of single yarn was 1 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1969	366·4	161·3	103·2	134·3	150·5	723·4	588·7
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·3	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4
October*	7·5	3·5	2·1	2·9	3·0	14·7	12·2
November	7·4	3·6	2·1	2·8	3·4	14·8	12·3
December*	6·2	3·0	1·7	2·3	2·7	12·3	10·0
1970 January	7·1	3·5	2·0	2·7	3·3	14·2	11·6
February	7·3	3·5	2·1	2·7	3·5	14·9	11·6
March*	6·7	3·2	1·9	2·5	3·3	13·8	10·3
April	7·5	3·6	2·1	2·7	3·6	15·0	11·1
May	7·2	3·4	2·0	2·7	3·3	14·0	10·7

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

Textile and clothing industries: orders and deliveries

IN THE THREE months ended May net new orders received by the textile and clothing industries were provisionally estimated to have been 1 per cent less than in the three previous months; deliveries were 2 per cent higher. Since deliveries exceeded net new orders, order books at the end of May were 4 per cent less than at the end of February, 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
1969	124		96		97	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter	135	131	101	99	100	102
3rd quarter	124	131	82	95	93	96
4th quarter	124	124	99	90	99	95
1970 1st quarter p	125	125	99	100	98	99
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	103	97	102	97
April	135	135	101	100	95	99
May	137	132	102	98	99	101
June	135	131	101	100	105	106
July	133	132	80	97	87	94
August	128	132	75	92	89	95
September	124	131	91	98	102	100
October	125	129	107	89	104	94
November	127	124	112	91	105	96
December	124	124	78	88	87	94
1970 January p	127	127	99	104	91	95
February p	126	126	101	96	105	100
March p	125	125	96	109	97	102
April p	125	124	100	90	101	96
May p	125	121	99	95	96	98

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant average 1958) prices.

Footwear industry: orders and deliveries

IN THE THREE MONTHS ending May net new orders received and deliveries by the footwear industry were 24 per cent and 2 per cent higher respectively than in the previous three months. With net new orders in the period exceeding deliveries, order books at the end of May were 15 per cent higher than at the end of February, 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table. The seasonally adjusted figures have been revised to take into account the seasonal pattern during 1969.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969	35·2		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	46·0	40·1	19·8	17·4	17·1	16·6
2nd quarter	50·0	38·5	16·8	16·0	15·4	16·6
3rd quarter	38·2	42·3	13·0	18·0	17·0	16·7
4th quarter	41·2	41·2	18·5	16·7	17·5	17·1
1969 1st quarter	47·5	41·9	19·1	16·7	17·0	16·5
2nd quarter	48·9	39·3	15·7	15·5	15·2	16·4
3rd quarter	34·6	39·2	11·5	16·1	16·3	16·1
4th quarter	35·2	35·2	16·5	14·5	16·3	15·8
1970 1st quarter	40·1	36·2	17·4	15·7	15·8	15·4
1969 January	39·7	41·2	13·7	16·7	15·2	16·7
February	44·2	42·7	22·1	17·5	17·6	16·0
March	47·5	41·9	21·4	16·0	18·1	16·9
April	50·5	41·7	18·3	16·5	15·3	16·6
May	52·4	41·0	16·8	15·1	14·9	15·8
June	48·9	39·3	12·0	15·1	15·5	16·7
July	42·8	40·4	9·0	17·2	15·1	16·1
August	38·8	39·5	10·6	15·1	14·6	16·1
September	34·6	39·2	15·0	15·9	19·2	16·1
October	34·0	38·3	18·5	15·5	19·1	16·5
November	35·8	37·3	18·8	14·3	17·0	15·3
December	35·2	35·2	12·2	13·6	12·8	15·7
1970 January	32·6	33·7	11·3	13·8	13·9	15·3
February	34·0	32·9	18·4	14·6	17·0	15·4
March	40·1	36·2	22·6	18·6	16·5	15·4
April p	46·5	37·1	22·4	18·3	16·0	17·4
May p	49·7	37·8	16·7	15·1	13·5	14·3

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Estimates of food consumption in the United Kingdom

REVISED ESTIMATES of food consumption in the United Kingdom in 1966 to 1969 were issued by the Ministry of Agriculture, Fisheries and Food yesterday and will be published in next week's issue of the *Board of Trade Journal*. Provisional estimates for 1969 were published in February 18 issue, page 443.

Economic Trends

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Exhibitions and Fairs

'Most encouraging'—Immediate sales reported from International Medical Exhibition

By D. C. Brown, Vice-Consul (Commercial), British Consulate-General, Johannesburg

THE LARGEST international medical exhibition ever to be staged in Africa was held in Johannesburg from June 22-27. Britain was represented by 31 companies participating in a joint venture organized by the Board of Trade and the British Surgical Export Group in conjunction with the Central Office of Information.

The exhibition was officially opened by the South African Minister of Health, Dr. Carel de Wet, who later visited the stands of exhibitors and was accompanied around the British section by the Director of Trade Development in the British Consulate-General, Johannesburg, Mr. R. A. Farquharson.

Over 140 companies participated in the exhibition and there were special features, including a co-ordinated display for hospital planning, demonstrating theatre and ward equipment in simulated settings, displays by the South African Atomic Energy Board, the Kidney Foundation and the Council for Medical Research.

A conference programme and nursing seminars ran concurrently with the exhibition in immediately adjacent halls. Invitations were issued by the organizers to general practitioners, specialists, nursing organizations, provincial and private medical institutions throughout the Republic, as well as to central government and provincial buying departments. About 55 speakers from Europe, including three distinguished specialists from Britain, the United States and South Africa, addressed the gathering.

The British stands were sited in a prominent position and the Central Office of Information-designed shell scheme of blue and white emphasized the existence of group participation. British exhibitors were well pleased with the attractive backdrop against which their products were displayed to great advantage. A matching information stand, manned by Mr. Richard Nunn of the British Surgical Export Group, provided liaison service for British exhibitors and a comfortable lounge for private business discussions.

Immediate sales reported by the group were most encouraging. Many of the exhibitors were participating with a view to gaining first-hand knowledge of the market and to meet existing and prospective customers. All were agreed that the exhibition formed an excellent platform from which their products could be presented to the end-users and buying departments.

Attendance was limited to those directly connected with hospital and research services and the organizers therefore had good reason to be satisfied with registering over 4,500 visitors.

Britain was the only country with its own national group and exhibitors were encouraged by a visit by HM Ambassador Sir Arthur Snelling. A further highlight was provided by the visit of Dr. Christiaan Barnard who was introduced to many exhibitors in the British group after addressing a conference on the future of heart transplantation.

The South African Minister of Health, Dr. Carel de Wet (third left), visited the Cambridge Scientific Instruments Ltd. stand at the South African International Medical Exhibition, Johannesburg. Also on the stand are (left to right): Mr. E. H. Snell, sales manager, CSI; Mr. D. J. Bedford, export sales engineer, CSI, and Mr. R. A. Farquharson, Director, Trade Development, British Consulate-General, Johannesburg.

Plastics exhibition at Design Centre

AN IMPORTANT exhibition about plastics is to open for six weeks at The Design Centre on September 16. The exhibition will be centred around case histories showing how plastics have played a vital part in the design, of fourteen widely different products, ranging from tableware, cutlery and furniture to a system for fixing door and window frames, a vital component in a loom, and a roller bearing cage.

The exhibition is intended both to provide industry with an insight into the potential of plastics and to give the general public an opportunity to find out something of the impact which the plastics industry – now expanding three times faster than the national average – is likely to have on everyday life during the next decade. 'Plastics at The Design Centre' is being organized jointly by the British Plastics Federation and the Council of Industrial Design with the support of the Plastics Institute. The exhibition will be backed by an emphasis on well-designed plastics products in the general display in The Design Centre.

Hotel congestion in Helsinki during British Trade Drive

The urgent need for early hotel reservation in Helsinki during the latter part of August and the months of September and October is stressed by the British Embassy.

Hotel accommodation in Helsinki is limited and will be considerably strained during this period, when apart from normal business visitors, the major events in connection with the British Trade Drive to Finland will bring an exceptional number of people to Helsinki.

Events which take place in September and October include the International Trade Fair, the British Shopping Fortnight, the British Engineering Week, the British Motor Show, the Business Equipment Exhibition, and selling missions of the British Hosiery and Knitwear Export Group and the Scottish Export Committee. In addition it is probable that a considerable number of international journalists and delegates will be in Helsinki for the Strategic Arms Limitation Treaty talks that are planned to take place there at this time.

British principals who intend to visit Helsinki are therefore urged to make the necessary bookings themselves without delay, as confusion may arise if this is left to their Finnish agents.

Tel Aviv Trade Fair: Parkinson Cowan stand

IN THE *Board of Trade Journal* of July 1, page 16, the caption to the photograph of a British stand at the Tel Aviv Trade Fair referred incorrectly to Crompton Parkinson. This was in fact the Parkinson Cowan stand.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).*

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Spain and Poland

IT WAS ANNOUNCED in the Spanish Ministry of Commerce publication Información Comercial Espánola dated June 11 that Spain and Poland signed a 5-year Trade Agreement in Madrid on April 30, 1970.

The agreement covers the period January 1, 1970 to December 31, 1974. It includes a most favoured nation clause in conformity with GATT and provides for freedom of commercial navigation, industrial co-operation, interchange of licences, patents and joint production.

Both countries will provide mutual credit facilities; with effect from January 1, 1972, payments will be in convertible currency, prior to that date they will be made in United States dollars.

The Agreement is subject to yearly agreed protocols establishing the types of goods to be imported by each country. The 1970 Protocol provides for an unlimited exchange of goods.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482) where the Spanish text of the Treaty may be seen.

Tunisia and Austria

THE TUNISIAN *Journal Officiel* of June 19-23, 1970 announced the renewal for a further year from May 1, of the trade agreement of 1961 between Tunisia and Austria.

Under the terms of the Agreement, Austrian exports to Tunisia will include textiles, paper and various manufactured goods. Tunisian exports to Austria in return will include vegetables, barley and wine.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Italy and Norway

IN A CIRCULAR dated May 15, 1970, the Italian Minister of Foreign Trade announced that the Trade Agreement of April 20, 1953, between Italy and Norway has been tacitly renewed for a further year from April 10, 1970. The quota arrangements will remain the same as for the previous year.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

The largest sideloader so far to operate in Austria – a Lancer 1000 Series Mark III built by Lancer Boss Ltd. of Leighton Buzzard, Beds. – has gone into service at the Altheim plant of Wiesner-Hager. It is being used for transporting, stacking, sorting and selecting standards of timber used by the company in the production of high-quality furniture – both contemporary and traditional. Initially it is handling up to 640 tons a day.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the July 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of the July 15 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

OVERSEAS MISSION

Success in S. America

THE highly satisfactory outcome of the first Scottish trade mission to South America – organized by the Scottish Export Committee – has confirmed the growing importance of the Argentine and Brazil as markets for British manufacturers.

Following his return after three weeks in South America, the leader of the 14-strong mission, Mr. W G. Cowan, said: 'Firm achievements in terms of orders, licensing arrangements and agency adjustments greatly exceeded expectations. Some members of the group have not yet returned home and a final assessment of the results cannot be made until they do. It has, however, been clearly established that a significant volume of business has been done. One company won an order to the value of £250,000 in the Argentine and hopes to do as well in Brazil.'

The level of economic stability presently enjoyed by both countries, Mr. Cowan said, was reflected in the tremendous programme of industrial and intrastructure developments that were taking place, particularly in Brazil. These developments held opportunities for manufacturers of a wide range of capital equipment and materials – including sophisticated machine tools; road building and heavy earth moving equipment; machinery for most major industries; railway equipment; office machinery and data processing systems; scientific equipment; power generating machinery; telecommunications equipment; aircraft, aero engines and components; ships' equipment; and chemical plant.

In both countries proposals for local manufacturers on a joint venture basis were of particular interest.

Visit to United States and Canada

FOR some while the Powerotor division of Evershed & Vignoles Ltd., the Chiswick-based member of the George Kent group, has seen an increase in business from Canada and the United States. The division manufactures and markets what is claimed to be one of the widest ranges of servomotors, Tacho generators, other rotary components and control units available from any one company in Europe. While exports have been steadily rising to the 25 per cent mark, market research showed the availability of a large sector of the United States market.

Mr. B. Pajak, director, and Mr. J. Gilpin, sales manager, recently spent two weeks in the States and Canada discussing supply details with existing customers, talking to prospects in other companies and negotiating and appointing a list of representatives. Mr. Pajak and Mr. Gilpin went on to discuss inter-group activities with executives of the newly merged Kent/Cambridge Company, Ontario.

Globe-trotting executives

WITH export business booming and new contracts under negotiation, directors and senior executives of the Leeds-based Hudswell Badger group are totting up many thousands of miles of world travel.

Mr. Nigel Hayes, vice-chairman, and Mr. Paul Harvey, managing director, flew to America recently and then to Canada for top-level discussions on the Badger trenchless pipelaying system already operating with considerable success in these and other countries. They also planned to explore new business prospects within the civil engineering equipment field.

Mr. Peter Goodinson, a director of the company already in America, left there temporarily for a tour of Canada where he expected to join Mr. Hayes and Mr. Harvey. His visit followed a three-week tour of America and Canada by Mr. Michael Bennett, technical director, who recently returned to the United Kingdom for discussions with trade and other missions from seven countries.

Two other globe-trotters are Dr. Ainslie Ede, technical consultant, and Mr. Derek Brown, marketing director. Both have already visited a long list of countries this year and recently left for a series of talks in Egypt, Greece and Italy. They may return via Rumania and Czechoslovakia, two countries soon to be visited by Mr. John Moody, export sales manager, as part of a four-week tour also taking in Yugoslavia and Russia. Mr. Moody will return to lead a party of company technicians on a two-week assignment in France, where meetings have been arranged with leading consultant engineers, public authority representatives and others already taking an interest in trenchless pipelaying applications.

A prelude to the overseas visits has been a series of top-level discussions between the company's directors and senior members of government departments of many countries, from the Saudi Arabian Minister of Agriculture and Water to the Director of the Department of the Chief Directorate of Land and Reclamations of the USSR Ministry of Agriculture.

One-day visit to Hong Kong

MISS A. LLEWELLYN, a director of J. Watson (Furs) Ltd., London, will fulfil a novel assignment towards the end of August – flying to Hong Kong (on her way to Australia with the National Children's Wear Association) for a one day attempt to sell fur coats for children to such outlets as boutique-type shops.

Visiting Scandinavia

MR. CYRIL GLASS and Mr. R. I. Turnbull, directors of The Sargom Co. Ltd., Cousland, Dalkeith, Midlothian, are visiting Norway, Denmark and Sweden from August 15 to 24.

Currently their company manufacture fire extinguishers in aerosol form, suitable for cars, aircraft, offices and domestic use. The aerosols are made in four sizes and the extinguishers are claimed to be non-toxic.

They hope to meet representatives of public utilities and government departments while in these countries apart from interviewing prospective distributors and agents.

In due course their company propose manufacturing and marketing cosmetics in aerosols.

As part of his plan to study all aspects of the operations of the footwear industry, not only in the United Kingdom but overseas, Mr. A. T. Harvey, the new general manager of Dunlop Footwear Ltd., is taking an early opportunity to gain a personal impression of the Far East. Accompanied by Mr. G. E. Somerfield, marketing director, he left recently for a three-week tour, which includes visits to Japan and Australia. They intend to have wide-ranging discussions with both footwear suppliers and distributors in the countries visited. Seen here are Mr. Harvey (right) and Mr. Somerfield during a planning session for their visit.

Survey of markets in Portugal

MR. M. J. G. WYLIE, chairman, Matthew Wylie & Co. Ltd., Glasgow, plans to visit Portugal from August 15. His company manufacture nailing and ancillary machinery for the production of wooden pallets, cable reels, packing cases, etc.

Mr. Wylie, who will survey market prospects and interview representatives during his two-day visit, holds the MBE for export endeavours, is chairman of both the CoID and CBI in Scotland, and is a member of the Scottish Export Committee.

Representing nine firms in Japan

MR. A. T. SIBBALD, principal, Marketing Communications (Scotland), Glasgow, will be representing nine companies, eight of them Scottish, when he visits a number of Japanese cities from August 21.

The products of the nine companies include tweed and tartan skirt lengths, reproductions of Highland weapons, marmalades, lettered rock, ski sticks, hand screen prints, bottle openers and lucky white heather oraments.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers*

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

European space success

The European Space Research and Technology Centre (ESTEC) at Noordwijk, Netherlands, one of the European Space Research Organization's (ESRO) establishments, has ordered 100 acceleration transducers from the aviation division of Smiths Industries. They will be used on some or all of the complete range of ESRO upper atmosphere sounding rockets, such as Skylark, Belier, Centaure, Dragon and Arcas, to monitor the performance during the launch phase of the vehicles' flight.

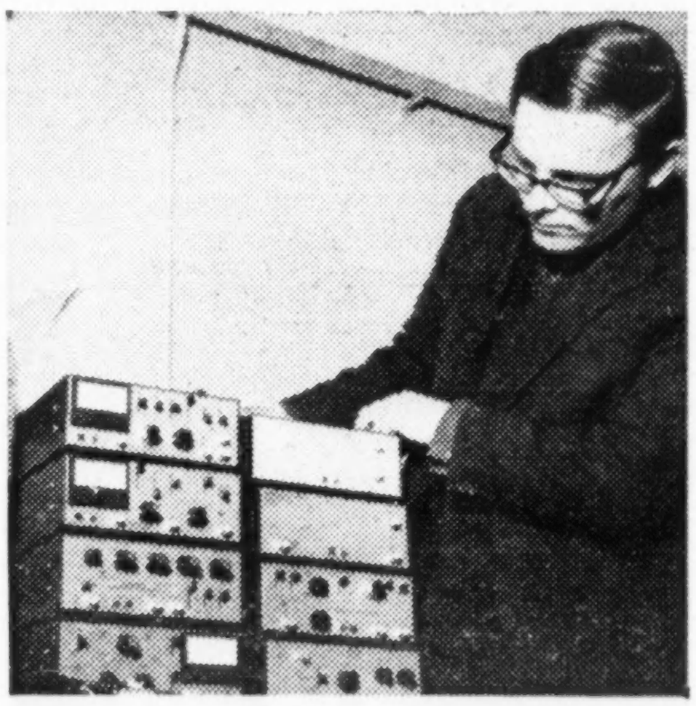
£328,000 Russian order

Redman Heenan Froude Ltd., the Worcester engineering company, will supply engine test equipment to Machinoimport of Moscow. The contract is valued at £328,000. Over the past three years the company have supplied engine test equipment valued at over £500,000 to Russia.

Locomotives for Kuala Lumpur

Millbank Technical Services Ltd., an associated operating company of the Crown Agents, recently signed a contract in Kuala Lumpur for the supply of 15 diesel-electric locomotives of 1710 hp to be manufactured by English Electric-AEI Traction Ltd., to the value of approximately £1.6 million.

The locomotives will be identical with 25 English Electric-AEI locomotives ordered earlier this year through the Crown Agents on behalf of the Malayan Railway Administration.



Brookdeal Electronics Ltd., Bracknell, have despatched a consignment of 13 of their signal recovery instruments on a 7,000-mile round trip to Novosibirsk, Russia, for display at this year's SIMA exhibition from September 16-25. The all-British exhibition of scientific instruments has been organized by SIMA under Board of Trade joint venture terms. The instruments were delivered to M. J. Druce (Export Services) Ltd., at Rotherhithe Docks for shipment to Helsinki. From there they will be transported by road to Moscow and, at the end of July, they will be taken by rail to their final destination, Akademgorodok, near Novosibirsk. The entire journey will have taken two months.

20 miles of fire hose

The Angus fire armour division of George Angus & Co. Ltd. have won an order from the Australian Army for nearly 20 miles of reinforced, rubber-lined fire hose which will be installed in the lockers of fire engines now being built for the Australian Army.

The hose for this contract will be produced at the division's plant at Bentham, near Lancaster.

First orders from Holland

Duffin Containers Ltd., Grays, Essex, a member company of the Peter Dixon group, recently completed their first orders for Microflute corrugated board for Holland. The orders, from Palma Export & Import NV, of Schiedam, Holland, were for two batches of board for printing and machining for carton manufacture.

Hatch covers for container ships

Venturing into a new field, Cleveland Bridge and Engineering Ltd. – a member of the Cementation group – have won a £1.3 million order believed to be the largest single contract of its kind for the design, manufacture and assembly of 328 hatch covers for eight new container ships at present being built in Germany and Holland for Sea-Land Service Inc. of the United States.

Metal decorating line for Iran

An order worth nearly £30,000 for a metal decorating line to be installed in Iran has been announced by the controlled heat and air division of Wellman Incandescent Furnace Co. Ltd., Smethwick, Warley, Worcs. The equipment covers a metal decorating line which will be used in conjunction with a vegetable oil refining plant.

Wellman are currently installing metal decorating lines in Spain, South Africa, the Federal Republic of Germany, Greece, Norway, Poland and Hungary.

Electric drives for S. America

Harland Simon Ltd., Bletchley, Bucks., a member of the Weir group, have been awarded a number of contracts totalling over £100,000 by Manufacturera de Neumaticos SA, Chile, for the supply of multi-motor thyristor drive control equipment which will be used to control the speed of process lines associated with the production of tyre fabric, tread and beads in a new tyre plant currently being constructed.

The tyre plant project is due for completion early next year.

Triple order from Germany

Masson Scott Thrissell Engineering Ltd., London, report an order valued at between £85,000 and £90,000 from a leading box plant, Fritz Peters & Co. KG., who have ordered three Flexographic Model 511 printer slotters to be installed this year at Kapellen Kreis Moers in the Federal Republic of Germany.

Control systems for Italy

Motorola Control Systems, Hitchin, Herts., received a £200,000 order recently from SNAM Progetti for 'Veritrak' electronic instrumentation to control a caprolactum plant in Manfredonia, Italy. This follows a recent £500,000 order from the same group for similar equipment.

£100,000 printing press order

James Halley and Sons Ltd., West Bromwich (a Baker Perkins company) have received an order worth £100,000 from Les Papeteries de Geneval SA, Belgium, for a seven-colour, 762 mm printing width New World rotogravure printing press for the printing of vinyl-coated wall papers.

The William Grant & Sons 'Win a Sporting Holiday in Scotland' promotion has got off to a spectacular start with a balloon flight advertising the promotion in the South of Germany. On board the balloon were Mr. C. J. Molenaars, Grant's German agent, West German's current champion barman, plus their balloonist pilot.

Radar system for Dutch port

Against fierce foreign competition Decca Radar Ltd. have been chosen by the Dutch authorities to provide replacement harbour radar facilities for the port of Scheveningen.

Originally a fishing port only, Scheveningen has steadily expanded both in size and variety of trades; there is now a regular cargo service to England and a passenger link is under consideration. In 1961 1,103 non-fishing vessels were responsible for 19,000 tons of cargo; in 1969 the figures were 3,006 and 145,000 respectively.

The advantages of a harbour radar system, installed in 1958, have increased with the fortunes of the port. It is expected that in 1970 about 600 ships will enter harbour in poor visibility with the assistance of radar, and the decision has been taken to order a more comprehensive system, valued at more than £50,000.

Generating equipment for Libya

A £216,000 order for the supply of mobile generating equipment to Libya has been won against stiff competition from Germany, France and the United States by Elequip Ltd., Wigston, Leicester, part of the J. H. Peck & Co. group, Oldham, Lancs.

The contract, the biggest single export order secured by the company, has been placed by the Government's electricity department at Tripoli.

£200,000 parachute equipment order

RFD-GQ Ltd. have won a contract in excess of £200,000 from SAAB, Sweden, for stabilizer parachute systems and guide surface parachute assemblies. This GQ parachute equipment is to be fitted to all ejector seats on the initial production run of SAAB's new 37 Viggen aircraft.

GQ parachute escape systems have previously been incorporated into SAAB's J 35 Draken aircraft. It was the success of this former parachute ejection system and the further development carried out by RFD-GQ for its use in the new 37 Viggen aircraft which won the company this large new export contract.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Proposed Regulations, Decisions, Proposed Decisions and Directives may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1375/70 specifies special measures for the distillation of peaches which have been subject to intervention measures (*Journal Officiel* No. L154 dated July 15, 1970).

WINES

Regulation (CEE) No. 1380/70 fixes the mean prices for production in the wines sector (*Journal Officiel* No. L154 dated July 15, 1970).

Regulation (CEE) No. 1387/70 defines the Community vine growing zones (*Journal Officiel* No. L155 dated July 16, 1970).

Regulation (CEE) No. 1388/70 concerns the general rules relating to the classification of varieties of vinegar (*Journal Officiel No.* L155 dated July 16, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1381/70 modifies **Regulation (CEE) No. 1470/68** in so far as it concerns determining the amount of oil from oil seeds offered to the intervention organization (*Journal Officiel* No. L154 dated July 15, 1970).

Regulation (CEE) No. 1382/70 modifies the annex of **Regulation (CEE) No. 225/67** in so far as it concerns the coefficients of equivalence for colza and rape seeds (*Journal Officiel* No. L154 dated July 15, 1970).

Regulation (CEE) No. 1383/70 relates to determining the intervention centres for oil seeds other than the principal centres and the derived intervention prices applicable to them (*Journal Officiel* No. L154 dated July 15, 1970).

FLAX AND HEMP

Regulation (CEE) No. 1385/70 fixes the aid for flax and hemp for the 1970/1971 Marketing Year (*Journal Officiel* No. L155 dated July 16, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1386/70 modifies **Regulation (CEE) No. 1975/69** establishing a premiums system for the slaughter of dairy cows and for the non-marketing of milk and milk products (*Journal Officiel* No. L155 date dJuly 16, 1970).

SUGAR

Regulation (CEE) No. 1411/70 concerns the application of the prefixing of levies for molasses and modifies **Regulation (CEE) No. 836/68** relating to import and export certificates for sugar, sugar beef and molasses (*Journal Officiel* No. L156 dated July 17, 1970).

CATTLEMEAT

Regulation (CEE) No. 1421/70 relates to special rules to be applied to the import of certain frozen cattlemeat (*Journal Officiel* No. L157 dated July 18, 1970).

Directive No. 70/360/CEE extends the time allowance specified by Article 7 paragraph 1C of **Directive No. 64/432/CEE** relating to problems of public health as regards intra-Community trade in cattle and pigs (*Journal Officiel* No. L157 dated July 18, 1970).

Rules of competition

THE *Board of Trade Journal* dated December 31, 1969 (page 1746) contained an announcement about an application for clearance of an agreement between several companies concerning promotion of electrically welded steel tubes.

The *Journal Officiel des Communautés Européennes* No. L153 dated July 14, 1970 contains the text of the Commission's **Decision No. 70/346/CEE** on this agreement.

The French text of this Decision may be seen on application to Commercial Relations and Exports Department, Board of Trade, Room 373, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/5).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. L157 dated July 18, 1970 contains the texts of several Directives concerning the harmonization of Member States legislation as follows:

(Continued on next page)

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Directive No. 70/357/CEE relates to the harmonization of Member States legislation concerning substances having antioxygenating effects which can be used in foodstuffs intended for human consumption.

Directive No. 70/358/CEE modifies for the fourth time the **Directive** of October 23, 1962 relating to the harmonization of Member States legislation concerning colouring materials which may be used in foodstuffs intended for human consumption.

Directive No. 70/359/CEE modifies for the fifth time the **Directive** of November 5, 1963, relating to the harmonization of Member States legislation concerning preservations which may be used in foodstuffs intended for human consumption.

The French texts of all the directives referred to may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Suspension of duties

THE *Journal Officiel des Communautés Européennes* No. L154 dated July 15, 1970 contains the text of **Regulation (CEE) No. 1365/70** suspending the Common Customs Tariff at the rate indicated on the following goods until December 31, 1970.

Common Custom Tariff	Products	Rate at which duty is suspended
09.04 A I	Pepper neither crushed nor ground:	
	Intended for use in the industrial manufacture of essential oils or resinoids†	Nil
	Other	10%
ex 13.03 AV	Pyrethum extract	Nil

† This suspension is subject to conditions to be determined by the competent authorities.

The French text of this Regulation may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common customs tariff

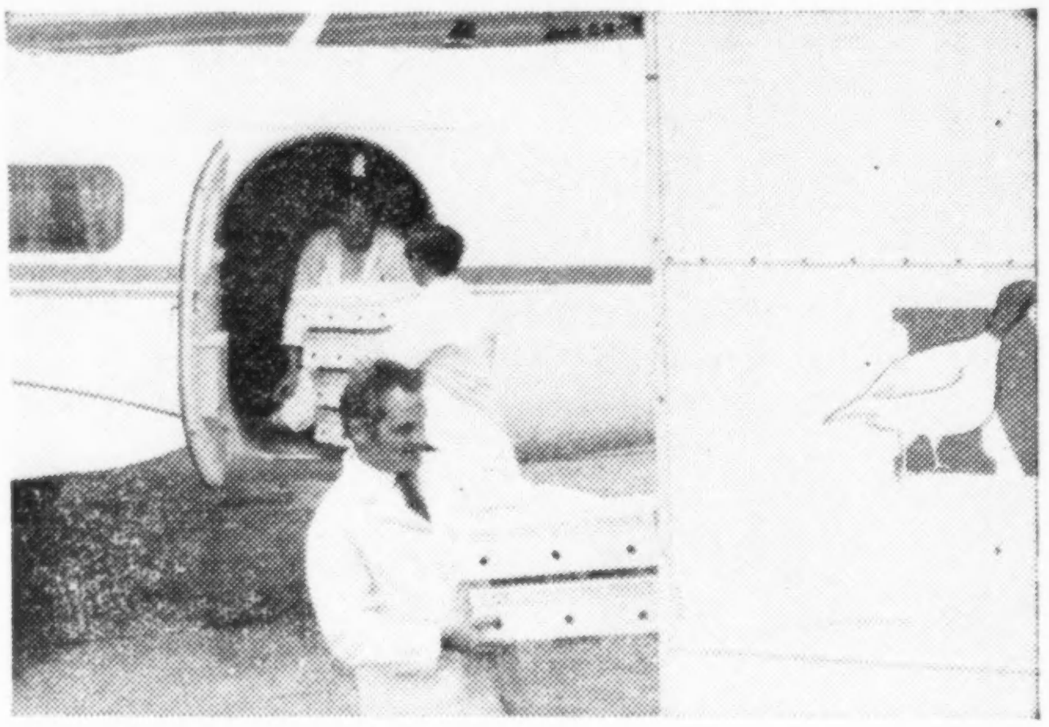
THE *Journal Official des Communautés Européennes* No. L153 dated July 14, 1970 contains the text of **Decision No. 70/348/CEE** authorizing Belgium, Luxembourg and the Netherlands to defer until June 30, 1971 the raising of their customs duties, applicable to manufactured tobacco (Common Customs Tariff No. 24.02 A, B, C and D), to those of the Common Customs Tariff.

The French text of this Decision may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Company law

THE *Board of Trade Journal* dated April 5, 1968 (page 118) contained an announcement about **Directive No. 68/151/CEE** to co-ordinate, in order to render of equal value, the guarantees which member states require of companies and firms within the meaning of Article 58, Paragraph 2, of the Treaty of Rome, so as to protect the interests of both members and outsiders.

The *Journal Officiel des Communautés Européenes* No. C89 dated July 14, 1970, contains the text of a Proposal Directive to co-ordinate the guarantees mentioned above so as to protect the interests of both members and outsiders in so far as mergers between companies are concerned.



Mr. Gerry Ault, hatchery manager of Bernard Matthews Ltd. (front), supervising the loading of 10,000 day-old turkey poults at Norwich Airport. The turkey poults went to St. Brieuc in Brittany, as part of a new export order for France.

The French text of the Directive and the Proposed Directive referred to may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174). It should be noted that the text of the Proposed Directive, when finally approved, may differ from the draft text referred to above.

BELGIUM AND LUXEMBOURG

Import licensing

A BELGIAN Ministerial Decree of June 29, 1970 added the following goods to the list of products subject to import licensing. The decree took effect from July 7, 1970 the date of its publication in the *Moniteur Belge*. Imports of the same goods into Luxembourg will also be subject to import licensing.

Tariff No.	Description
22.04	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol
22.05	Wine of fresh grapes, grape must with fermentation arrested by the addition of alcohol.
ex 22.07	Other fermented beverages (for example, cider, perry and mead): Non-sparkling beverages of a strength of not more than 15 degrees Gay Lussac, or in containers of a capacity of not more than 2 litres
ex 22.10	Vinegar and substitutes for vinegar: Wine vinegar
23.05	Wine loas; argol
ex 23.06	Vegetables of a kind used for animal food: Grape marc

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 7175).

OVERSEAS COMMERCIAL POSTS

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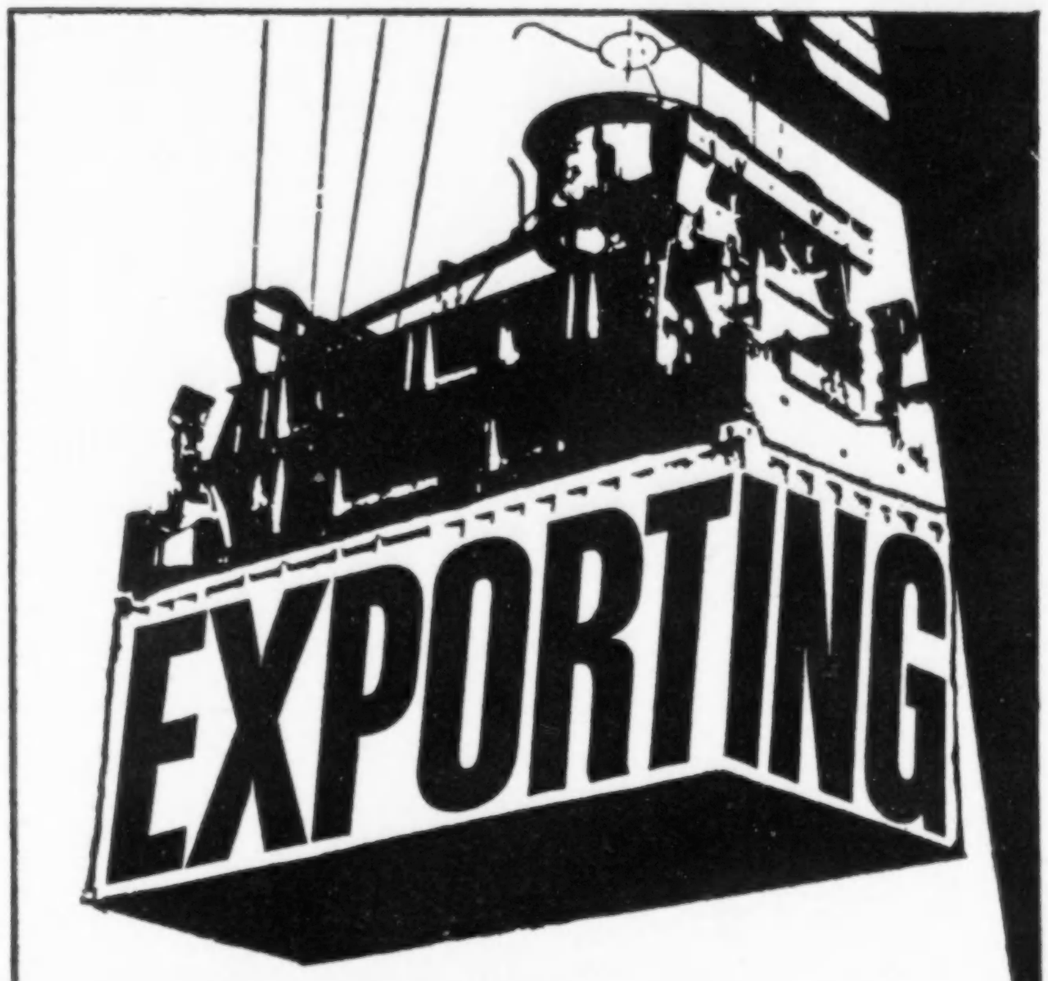

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BELGIUM

Price freeze on instant coffee

UNDER THE terms of July 1 decree, which entered into force on July 7, 1970, the date of its publication in the *Moniteur Belge*, the price of instant coffee may not exceed the price prevailing on May 1, 1970, without the permission of the Belgian Ministry of Economic Affairs.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 288, 7175).

PORTUGAL

Drawback on anhydrous ammonia

PORTUGUESE *Diario do Governo*, 1st Series, No. 156, of July 7, 1970, published Order No. 339/70 which authorized the import, under drawback, until December 31, 1971, of anhydrous ammonia intended for the manufacture of nitrogenous fertilizers of inorganic origin, or chemically produced for export under authorization of the Inspectorate General of Agricultural and Industrial Products.

The duty on the amount of anhydrous ammonia used in manufacture will be refunded on export of the fertilizers.

Fertilizers for export under the provisions of the previous paragraph must be analysed for nitrogen content, to be expressed as anhydrous ammonia by the following formula:

$$X = \frac{a \times 17}{14}$$

X represents the amount of anhydrous ammonia on which duty must be refunded; a represents the amount of nitrogen, as shown by analysis, in the fertilizers.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

YUGOSLAVIA

New surcharge on imports

THE YUGOSLAV Government have imposed a 5 per cent *ad valorem* customs surcharge on all imports except those which are free of duty. This comes into effect immediately and will be enforced until June 30, 1971.

No further details are yet available, but all inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475 and 420).

SUDAN

Road regulations change

PRESIDENT NUMERI of the Sudan has directed that traffic should drive on the right instead of the left and a committee has been set up under the Minister of Local Government to make proposals regarding the transition.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 Tel.* 01-222 7877, *Ext.* 2479/80).

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 185 published in the United Republic of Tanzania *Gazette* amends, with effect from June 1, 1970, the Second, Fourth and Sixth Schedules to the Open General Licence, 1968 (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515) to the following extent:

Second and Fourth Schedules

BTN No.	Description of goods
By the deletion in each of the above schedules items relating to the following BTN numbers: 50.09/10, 51.04, 52.02, 53.11/13, 54.05, 55.03/06, 55.07/09, 56.07, 57.01/04 A, 57.09/12 58.08, 59.08, 60.01, 60.03, 60.04, 60.05, 60.06, 61.01, 61.02, 61.03, 61.04, 61.06, 62.01, 62.02	

Fourth Schedule

BTN No.	Description of goods
By the insertion in their correct numerical order of the following items:	
50.01/10	Textiles and textile articles of silk and waste of silk
51.01/04	Textiles and textile articles of man-made fibres (continuous)
52.01/02	Textiles and textile articles of metallized textiles
53.01/13	Textiles and textile articles of wool and other animal hair
54.01/05	Textiles and textile articles of flax and ramie
55.01/09	Textiles and textile articles of cotton
56.01/07	Textiles and textile articles of man-made fibres (discontinuous)
57.01/12	Textiles and textile articles of other vegetable textile materials
58.01/10	Carpets, mats, matting and tapestries; pile and chenille fabrics; narrow fabrics; trimmings; tulle and other net fabrics; lace; embroidery
59.01/03, 59.05, 59.07, 59.09/17	Wadding and felt; special fabrics, impregnated and coated fabrics; textile articles of a kind suitable for industrial use
60.01/06	Knitted and crocheted goods
61.01/11	Articles of apparel and clothing accessories of textile fabric, other than knitted or crocheted goods
61.01/05	Other made-up textile articles
63.01/02	Old clothing and other textiles; rags

Sixth Schedule – Licensing Procedure

By the insertion of the following sub-paragraphs:

(j) Notwithstanding anything hereinbefore stated in this Schedule, all applications to import textiles and textile articles shall be submitted to the National Textile Industries Corporation Ltd., PO Box 9211, Dar es Salaam, and may be imported only by or through the said National Textile Industries Corporation Ltd.

Applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam and not direct to the office of the Import Controller.

Schedule Four includes goods of United Kingdom origin for which specific import licences are required.

Schedule Six – by the insertion of the above sub-paragraph (j) applications to import textiles and textile material included in the Fourth Schedule should be submitted to the National Textile Industries Corporation Ltd., and may be imported only by or through them.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

PAKISTAN

Import licensing policy

PAKISTAN'S IMPORT policy for the shipping period July-December 1970 was announced in Rawalpindi on July 10; the policy for January-June was extended to July 11 pending announcement of the new policy. The four import categories, the 'free' list, the licensable list, the cash-cum-bonus list and the bonus list, have been retained with certain amendments and additions.

Under the 'free' list, one item, mining machinery, has been added for procurement under barter and the coverage of two further items has been extended. Two items have been added to the licensable list whilst one, tallow formerly available under PL 480, has been transferred from this list to cash-cum-bonus.

Of some 18 new items in the cash-cum-bonus list, four apply to imports into East Pakistan only, whilst iron and steel items and chemicals, for which further provision is being made under the 'free' list, have been removed from cash-cum-bonus. The existing bonus list has been increased by a further nine items.

(Continued on next page)

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PAKISTAN, *continued*

The scheme whereby bonus vouchers are not surrendered for cash-cum-bonus imports until the time of retirement of documents has been modified. It will now apply only to small importers and to imports under the raw material replenishment scheme which has itself been liberalized to allow for licences for new items to be issued up to 10 per cent of the f.o.b. value of exports.

A major change in the export bonus scheme is the payment of a 10 per cent bonus on the export of all primary commodities in order to give growers a higher price and also to encourage production. At the same time the rate of bonus on exported manufactures using these primary products has been increased by 5 per cent.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

AFGHANISTAN

Pharmaceuticals: Registration in the Afghan National Formulary

THE FOLLOWING is the text of a circular issued by the National Formulary Committee of the Ministry of Public Health about the registration of pharmaceutical products in the forthcoming edition of the *Formulary*. Registration is essential before such products can be exported to Afghanistan.

'The third edition of the Afghan national *Formulary* is in process of revision. In order to register pharmaceutical products in the next edition of the *Formulary* they must be approved by the Afghan National Formulary Committee who will require the following documents:

1. An official decument approved by the Health Authorities of the country of manufacture, confirming the registration, application and sales permit of the products in that country;
2. An official list of the products registered with the Health Authorities of the country of manufacture;
3. The relative analyses and quality control data from the government drug control laboratory of the country of manufacture;
4. The latest price lists f.o.b. and c.i.f. Kabul, business conditions and insurance facilities of the supplier;
5. A list, certified by the Health Authorities of the country of origin, of other countries to which the products are exported;
6. Reprints of any articles concerning the products which have been printed in National or International Scientific or Research publications, essays or clinical studies, if available.

The information should reach the committee by August 15, 1970.

Dr. Abdul Habib Dil,
General Secretary,
Afghan National Formulary,
Ministry of Public Health, Kabul.'

It is understood that registration will be for a three year period and a fee will be charged for each product registered, the amount of which has not yet been decided. Supplements to the *Formulary* will be issued periodically and applications for registration which do not reach the Committee by the closing date will be considered for inclusion in the first supplement.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

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SINGAPORE

Pioneer industries

THE SINGAPORE *Government Gazette* of July 10, 1970, published the following notice under section 4(2) of the Economic Expansion Incentives (Relief from Income Tax) Act, 1967. The Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under section 4(2) of the above mentioned Act.

SCHEDULE

Column One Industries	Column Two Products
1. Electrical	1. Electric hoists 2. Electric portable tools 3. Transformers 4. Electric generators 5. Electric ovens 6. Voltmeters 7. Ammeters 8. Potentiometers 9. Rectifiers 10. Rheostats 11. Electrical testing and measuring instruments 12. Energy cells 13. Dynamos 14. Electric heating units and devices 15. Switchboards 16. Electric time switches 17. Circuit breakers 18. Miniature lamps
2. Electronics	1. Amplifiers 2. Electronic flash guns 3. Loudpseakers 4. Audio magnetic tapes 5. Signal generators
3. Telecommunications	1. Telephone exchange equipment 2. Microwave equipment
4. Metallurgical	1. Magnets and magnetic materials
5. Aerospace	1. Aircraft, components and accessories
6. Metal working	1. Cast steel balls 2. Seamless steel pipes 3. Surgical instruments
7. Engineering	1. Compressors 2. Diesel engines 3. Petrol engines 4. Outboard motors 5. Lawn mowers 6. Garden spinklers 7. Typewriters
8. Manufacture of photographic and optical goods	1. Cameras 2. Binoculars 3. Telescopes 4. Goggles 5. Microscopes 6. Photographic apparatus 7. Photocopy machines 8. Projectors 9. Refractometers
9. Manufacture of clocks and watches	1. Watches and clocks
10. Glass and glass products	1. Optical glass
11. Cement manufacture	1. Cement clinker
12. Plastics	1. Polyethylene 2. Polypropylene 3. Polystyrene 4. Acrylics 5. Epoxy resins 6. Polyvinyl acetate 7. Polyvinylidene chloride 8. Melamine resins 9. Phenolic resins 10. Alkyd resins 11. Unsaturated polyester resins 12. Polymethyl methacrylate 13. Polyurethane 14. Polyamide resins 15. Cellulose acetate 16. ABS resins 17. Polycarbonate

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister for Finance, Singapore, on or before August 10, 1970 of his objections and of the grounds on which they are based.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143) quoting reference CRE 24014/G.

Emergency Protection Authority: Inquiry into marking pens

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of parts and fittings of marking pens.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
Ex 98.03.19	Doz.	17% Can. 30%	35%	60%
Ex 98.04.01	Doz.	17% Can. 30%	35%	60%

The Emergency Protection Authority is required to report to the Minister by August 21, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 848/69.

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of polyvinyl chloride compounds and fish sausages and fish rolls.

Details of the tariff items, under which the above mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
39.02.03	Cwt.	25%*	25%*	25%*
39.02.04	Cwt.	Free	Free	Free
16.04.02	lb.	$1·25 Aul. Free	$2·08 S.A. $1·25	$2·50

* Or such lower rate of duty as the Minister may in any case direct.

The Emergency Protection Authority is required to report to the Minister by August 7, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting references CRE 829/69 and CRE 837/69 respectively.

(Continued on next page)

Emergency Protection Authority: Inquiry into hardwoods

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of sawn hard woods except balsa.

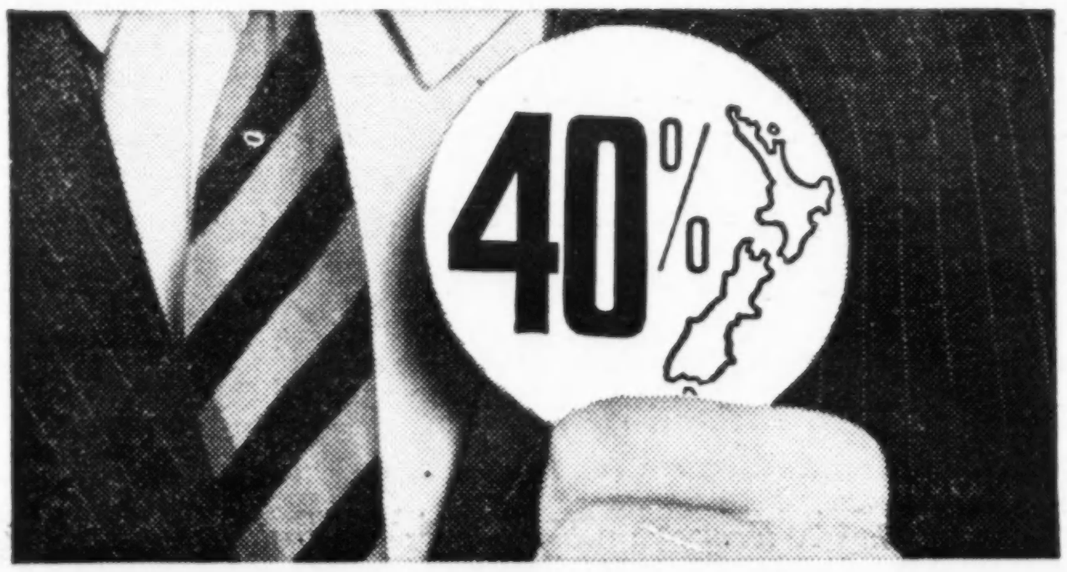
Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
44.05.31		Free	Free	Free
44.05.34		95c. Aul. Free	..	$1·20
Ex 44.05.05		Free	Free	Free
44.05.36		Free	..	Free
44.05.39		95c. Aul. Free	..	$1·20

The Emergency Protection Authority is required to report to the Minister by August 20, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877 Ext. 2321), quoting Ref. CRE 842/69.



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Head Office : P.O. Box 2392, Wellington, New Zealand

NEW ZEALAND, *continued*

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received applications for temporary protection of the following items:

Tariff Item	Description
39.05.19	Natural resins modified by fusion, other than in solution
39.05.29	Artificial resins obtained by esterification of natural resins or of resinic acids, other than in solution
51.01.42	Polyester yarn not put up for retail sale
Ex 61.07.00	Shaped tie blanks other than of knitted or crocheted fabric
Ex 90.26.29	Liquid supply or production meters
Ex 73.13.32	Sheets and plates of iron or steel, less than 3 mm. in thickness, not plated, coated or clad, perforated but not further worked
Ex 73.13.42	Tinned sheets and plates of iron or steel, perforated but not further worked

The question of temporary protection for these items may at a later date be referred to the Emergency Protection Authority.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 850-855/69.

Tariff and Development Board reports

COPIES of the following New Zealand Tariff and Development Board reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
New Zealand 73.40.46	Fencing posts, standards and droppers and fasteners for use therewith, of iron or steel
69.11 and 69.12	Tableware, etc., of porcelain, china or other pottery

AUSTRALIA

Alloy steel, high carbon steel and electrical steels tariff changes

DETAILS ARE given below of changes made in the Australian Customs tariff by Customs Tariff proposals which came into effect on July 7, 1970 and include those consequent upon the Tariff Board inquiries into:

(1) Alloy steel, high carbon steel and (2) electrical steels.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the* Board of Trade Journal.

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AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1970

Tariff Item	Goods	Rate of duty: General	Rate of duty: Preferential
In Sub-item 48.21.1, after Perforated cards for Jacquard and similar machines; *insert* filters wholly of filter paper.			
Omit paragraph 48.21.11, *insert* the following paragraph:			
48.21.11	Perforated cards for Jacquard and similar machines; filters wholly of filter paper	7½%	Free
After sub-note (5) to note 1 to Chapter 73 *insert* the following sub-notes:			
	(5A) In a sub-item in item 73.15 a reference to alloy steel includes a reference to steel that, pursuant to the last two preceding sub-notes, is to be referred to as both alloy steel and high carbon steel.		
	(5B) In a sub-item in item 73.15 a reference to low alloy steel shall be read as a reference to alloy steel that:		
	(a) Contains:		
	(i) Less than 2% by weight, of manganese and less than 2% by weight of silicon;		
	(ii) less than 1% by weight of chromium;		
	(iii) lead;		
	(iv) phosphorus;		
	(v) sulphur; or		
	(vi) aluminium, and		
	(b) does not contain any other alloy elements.		
Omit paragraph 73.12.19, *insert* the following paragraph:			
73.12.19	Other		
73.12.191	Electrical steel, that is to say, iron and steel of a kind that as imported or when further processed is ordinarily used in electrical circuitry of any kind	15%	7½%
73.12.199	Other	10%, and $7 per ton	10%
Omit sub-item 73.13.1, *insert* the following sub-item:			
73.13.1	Unworked or simply polished, whether or not cut to non-rectangular shape, but not including iron and steel falling within sub-item 73.13.2, 73.13.3 or 73.13.4	To and including December 31, 1970 – $7 per ton and 14½% From and including January 1, 1971, to and including December 31, 1971 – $7 per ton, and 13½% From and including January 1, 1972 – $7 per ton and 12½%	$4·80 per ton
After sub-item 73.13.3 *insert* the following sub-item:			
73.13.4	Electrical steel, that is to say, iron and steel of a kind that as imported or when further processed is ordinarily used in electrical circuitry of any kind	15%	7½%
Omit item 73.15, *insert* the following item:			
73.15	Alloy steel and high carbon steel in the forms mentioned in items 73.06 to 73.14 (inclusive):		
73.15.1	Shapes, sections, bars, rods, angles, tees, hoop, strip, not worked, or decorated but not further worked, as prescribed by by-law	Free	Free
73.15.2	Bars and rods, not worked, or decorated but not further worked, but not including wire rod in coils:		
73.15.21	Of alloy steel not being low alloy steel	35%	35%, less $6·75 per ton
73.15.29	Other	15%	15%, less $6·75 per ton
73.15.3	Hoop, strip, sheets and plates, being forms containing less than 12·5% by weight of chromium	35%, or, if higher, $280 per ton	25%, or, if higher, $280 per ton, less 10%
73.15.9	Other forms, including hollow mining drill steel:		
73.15.91	Of alloy steel not being low alloy steel	35%	25%
73.15.99	Other	15%	7½%
Omit sub-item 82.05.9, *insert* the following sub-item:			
82.05.9	Other:		
82.05.91	Tool bit blanks, that is to say, short lengths of tool steel not further worked than ground on the ends to an angle but not so as to form the cutting edges	35%	35%, less $6·75 per ton
82.05.99	Other	40%	27½%

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference numbers (1) CRE 896/66 and (2) 1774/67.

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

New Zealand/Australia Free Trade Agreement

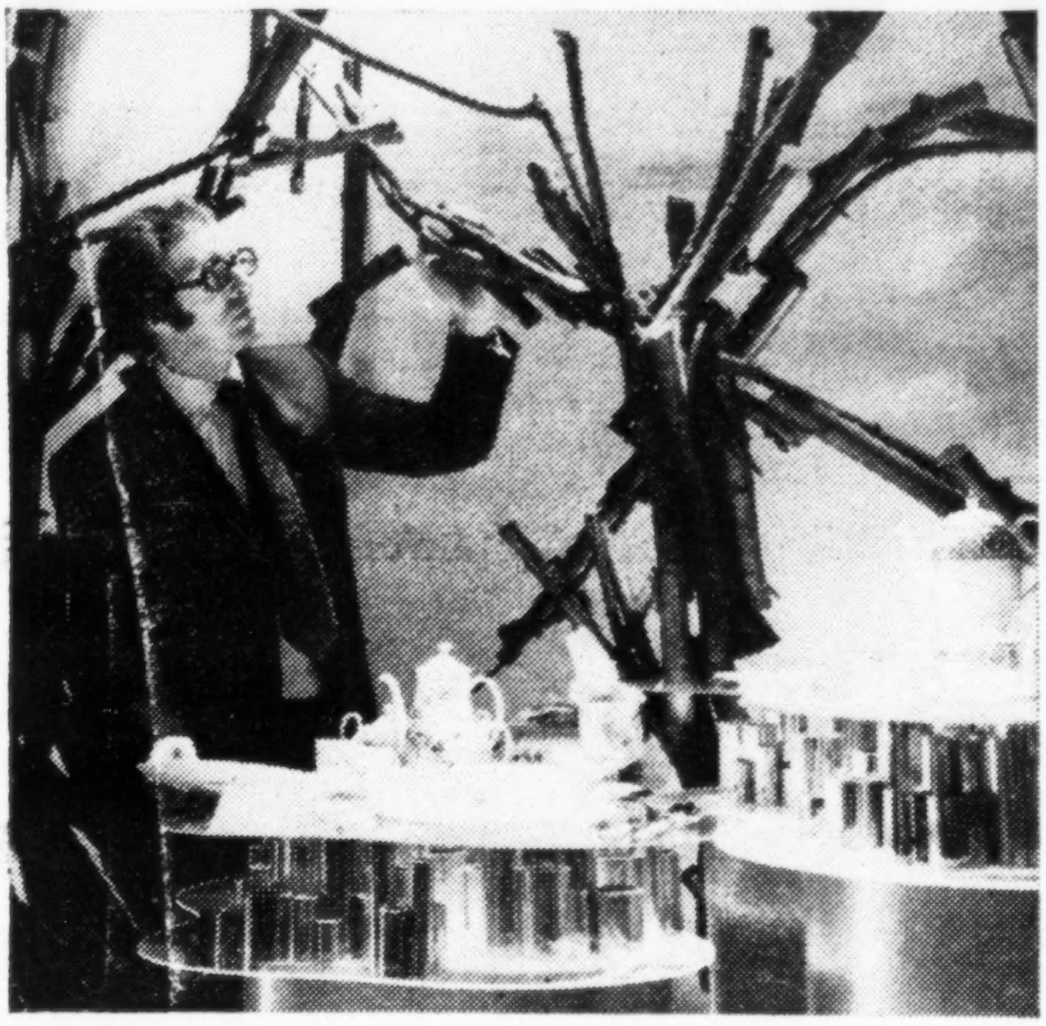
THE AUSTRALIAN acting Minister for Trade and Industry recently announced that the Australian and New Zealand governments had reached agreement on the under-mentioned list of commodities to be added to Schedule A of the New Zealand-Australia Free Trade Agreement with effect from July 1, 1970.

The decision to include these commodities finalizes the fourth of the regular reviews provided for in the Agreement for the purposes of broadening its trade coverage. During the course of this fourth review both Governments considered a common list of products, details of which were given in the *Board of Trade Journal* of November 26, 1969 (pages 1492/3) and December 10, 1969 (page 1630).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2321) quoting reference No. CRE 16678/G.

ADDITIONS TO SCHEDULE A
Effective from July 1, 1970

Australian Tariff Item		Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item
Ex 19.06	Ex 19.06	Communion wafers, empty catchets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products, viz: Communion wafers	19.06.01
Ex 28.01	Ex 28.01	Halogens (fluorine, chlorine, bromine and iodine), viz.: Chlorine	28.01.10
Ex 39.07.211 Ex 39.07.219 Ex 39.07.22 Ex 39.07.29	Ex 39.07	Goods made of materials of a kind described in an item included in items 39.01 to 39.06 (inclusive), viz.: Disposable ileo/colostomy drainage bags	39.07.68
Ex 40.05.1 Ex 40.05.91 Ex 40.05.92 Ex 40.05.99	Ex 40.05	Plates, sheets and strip, of vulcanized natural or synthetic rubber, other than smoked sheets and crepe sheets falling within item 40.01 or 40.02; granules of unvulcanized natural or synthetic rubber compounded ready for vulcanization; unvulcanized natural or synthetic rubber, compounded before or after coagulation either with carbon black (with or without the addition of mineral oil) or with silica (with or without the addition of mineral oil) in any form, of a kind known as masterbatch, viz.: Compounded	40.05.09
Ex 59.17.1	Ex 59.17	Textile fabrics and textile articles of a kind commonly used in machinery or plant, viz.: Felt of a thickness of 1" or greater or of a density of 0·185 ounces or more per cubic inch and articles made thereof. Felt of a kind commonly used in asbestos cement making machines	59.17.04 59.17.05
Ex 68.11	Ex 68.11	Goods made of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not, viz.: Panels or sheets composed of pumice concrete suited for use in building construction	68.11.06
69.11.1 69.11.2 Ex 69.11.9	Ex 69.11	Tableware and other goods of a kind commonly used for domestic or toilet purposes, or porcelain or china (including biscuit porcelain and parian); *not including*: Goods of a kind commonly used for toilet purposes	69.11.01 69.11.02 69.11.03 69.11.08
69.12.1 69.12.2 Ex 69.12.9	Ex 69.12	Tableware and other goods of a kind commonly used for domestic or toilet purposes, of pottery other than porcelain or china; *not including*: Goods of a kind commonly used for toilet purposes	69.12.01 69.12.02 69.12.03 69.12.08
Ex 73.40.99	Ex 73.40	Other goods made of iron or steel, viz.: Droppers and fasteners for use therewith	73.40.71
82.13.3	Ex 82.13	Other articles of cutlery (including secateurs, hair clippers, butchers' cleavers and paper knives); manicure and chiropody sets and appliances (including nail files); cutting plates for electric hair clippers, viz.: Manicure and chiropody sets and appliances (including nail files)	82.13.11
Ex 84.28.91 Ex 84.28.99	Ex 84.28	Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germination plant fitted with mechanical or thermal equipment; poultry and brooders, viz.: Honeycomb uncapping machines, scrub cutting machines of the rotary type and parts therefor, of a kind drawn by, and operated from the power take-off of an agricultural tractor	84.28.21 84.28.22 84.28.25 84.28.31 84.28.39
Ex 84.59.42	Ex 84.59	Machinery and mechanical appliances (other than used solely or principally as parts for other machines or apparatus) not falling within any other item of this Chapter, viz.: Vacuum cleaners designed for wet and dry suction cleaning	84.59.41
Ex 85.15.1 Ex 85.15.5 Ex 85.15.9	Ex 85.15	Radiotelegraphic and radio-telephonic transmission and reception apparatus; radiobroadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus and radio remote control apparatus, viz.: Aerials and antennae	85.15.64 85.15.65 85.15.76 85.15.77 85.15.85 85.15.86
86.01	86.10	Steam rail locomotives and tenders	86.01.00
86.02	86.02	Electric rail locomotives, battery operated or powered from an external source of electricity	86.02.00



Mr. John Dorsett, Wedgwood's display and exhibition manager, left recently for an eight-week working visit to Australia. The main purpose of this trip, his first to Australia, is to study present and future marketing trends and to discuss plans for the development of Wedgwood Rooms (shops-within-shops) there. Eight are in operation in leading Australian department stores – all built to his design – and more are planned for opening soon. There are now 50 such rooms in the United Kingdom.

Australian Tariff Item		Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item
Ex 86.03	Ex 86.03	Other rail locomotives; *not including* Electric rail locomotives	86.03.09
86.04	86.04	Mechanically propelled railway and tramway coaches, vans and trucks, and mechanically propelled track inspection trolleys	86.04.00
86.05	86.05	Railway and tramway passenger coaches and luggage vans; hospital coaches, prison coaches, testing coaches, travelling post office coaches and other special purpose railway coaches	86.05.00
86.06	86.06	Railway and tramway rolling stock, being workshops, cranes or other service vehicles	86.06.00
86.07	86.07	Railway and tramway goods vans, goods wagons and trucks	86.07.00
86.09	86.09	Parts for railway and tramway locomotives and rolling stock	86.09.01 86.09.09
Ex 87.02.13	Ex 87.02	Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles other than those falling within item 87.09), viz.: Convertible road/rail motor coaches	87.02.34
Ex 97.06.9	Ex 97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than goods falling within item 97.04), viz.: Tennis balls	97.06.03
Ex 98.07	Ex 98.07	Date, sealing or numbering stamps and the like (including devices for printing or embossing labels), designed for operating in the hand; hand operated composing sticks and hand printing sets incorporating such composing sticks, viz.: Printing and numbering devices with movable or variable numbers or characters, hand operated, not self-inking	98.07.03

The Minister also announced the release of the report by the Tariff Board on the question of the inclusion of ceramic tableware in Schedule A. It had been decided to accept the Board's findings and therefore these goods were being included also in the Schedule from July 1. (This announcement was published in the *Board of Trade Journal* dated July 15, 1970 (page 139)).

Australia continued on next page

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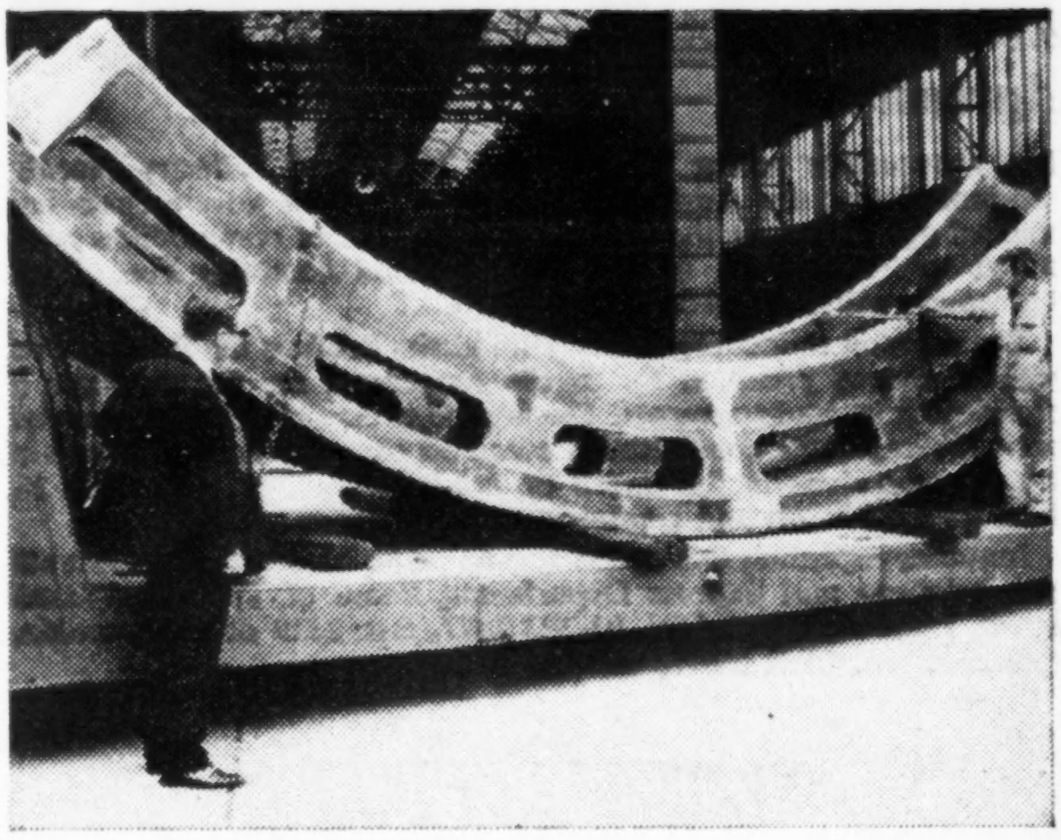
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. **Killick, Martin (Southampton) Ltd.**, Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. **Killick, Martin (Birmingham) Ltd.**, St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. **R. M. Beveridge & Co. Ltd.**, 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.



Work has begun at the Salford Gear Works of David Brown Gear Industries Ltd. on the first of eight massive 38 ft. diameter girth gears, thought to be the largest ever to be produced by the hobbing process. The gears form part of a £700,000 order won by David Brown in the United States and Canada for the supply of very large ore grinding mill drives. The picture shows the first two of four cast steel segments which form the gear as they arrive at the Salford plant.

AUSTRALIA, *continued*

Tariff simplification

The Rt. Hon. John McEwen, the Australian Minister for Trade and Industry, and the Hon. D. L. Chipp, the Minister for Customs and Excise, have announced that their Departments are to undertake a joint review of the Australian Customs Tariff so that a shorter and more simple form may be adopted.

The Ministers said that the Tariff was an important commercial document used extensively by the business community. Its continued fragmentation and growing complexity in recent years had caused concera. There were now too many classifications in the Tariff and this had led to problems in interpretation and administration.

To achieve simplification some tariff rates will have to be altered, but these changes will be minimal. Draft chapters of the revised Tariff will be published and one month allowed (from the date of publication) by the Australian authorities for objections.

The Board of Trade will receive copies of the draft chapters and will supply details on request. Drafts of the following chapters were published on July 22, and are available in the Commercial Relations and Exports Department of the Board of Trade.

2 Certain meats and edible meat offals
12 Certain industrial and medicinal plants
15 Certain animal and vegetable fats and oils
17 Certain sugars
18 Cocoa and cocoa preparations
28 Certain inorganic chemicals, organic and inorganic compounds
57 Certain vegetable textile materials
59 Bonded fibre fabrics
99 Paintings, drawings and pastels

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 30848.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), *Board of Trade, 1 Victoria Street, London, S.W.1.*

VENEZUELA

Import licensing restrictions

A RESOLUTION issued by the Venezuelan Ministry of Finance and Development published on July 15, 1970 makes a number of items of road construction machinery subject to import licensing, including the following:

Tariff No.	Description
716.03.01	Road rollers
716.03.03	Cranes
716.03.05	Asphalt layers
	Concrete layers
716.13.16	Concrete mixers

Shipments covered by consular invoices dated prior to the Resolution do not require a licence.

A further notice will be published in the *Board of Trade Journal* as soon as additional information is available.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

DOMINICAN REPUBLIC

Import restrictions

HM EMBASSY in Santo Domingo report that by Decree No. 5133 of June 18, 1970, the Dominican Republic system of quotas and prohibition for certain imports (see *Board of Trade Journal* of August 18, 1967, page 442) has been extended until June 30, 1971.

Removal of additional consumption tax on motor cars

BY DECREE No. 5176 of July 3, 1970, the additional Dominican Republic consumption tax of RD$700 imposed on motor cars of a value not exceeding RD$2.000 f.o.b. (see *Board of Trade Journal* of October 28, 1966, page 1095) has been cancelled.

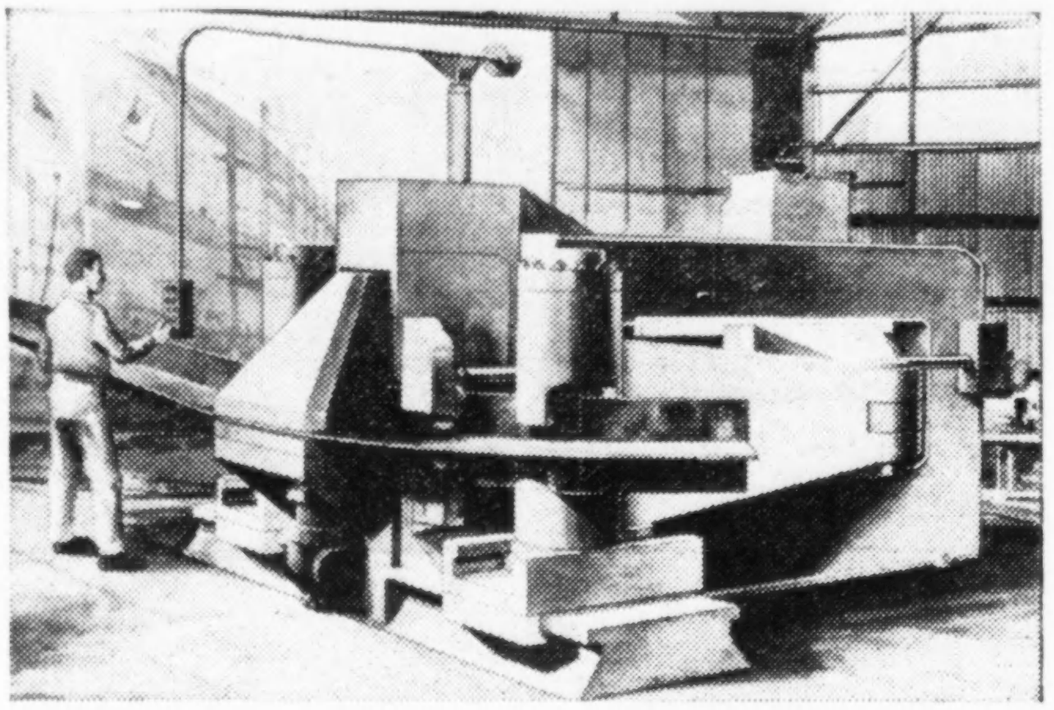
Inquiries about the above notices should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474/476).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

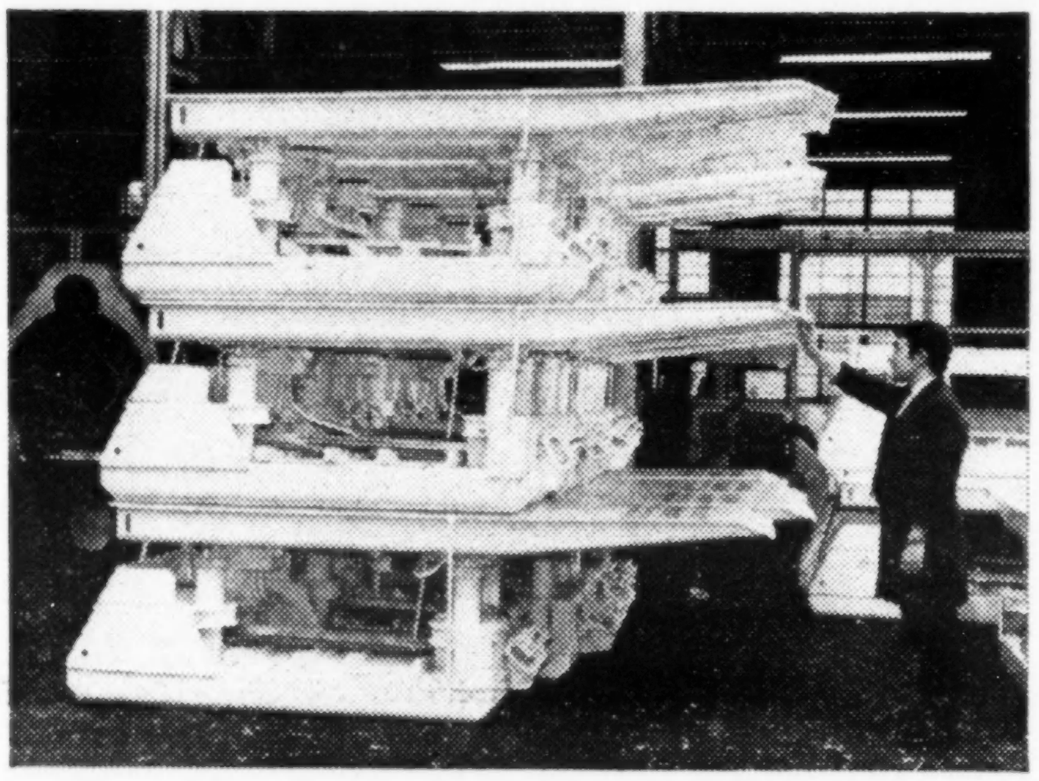
Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).



Hugh Smith (Glasgow) Ltd., of the GHP group, have received orders valued at £200,000 for their new 700-ton frame bender. This machine is a logical development of the company's existing frame bender, of which more than 60 have been installed in almost every shipbuilding country in the world. Customers for the machines include the Uljanik Shipyard, Pula, Yugoslavia; Seatrain Shipbuilding Corporation, New York, and Bergens Shipyard, Bergen, Norway.



Carrying out inspection of Huwood-Mastabar 168 short ton self-advancing supports of the type installed in the No. 33 Mine of the Bethlehem Mines Corporation, No. 33 Mine at Ebensburg, Pennsylvania, United States. Two world records have been created on a longwall face at this mine. Reporting the records, J. H. Fenner & Co. (Holdings) Ltd. state that their Mastabar Mining Equipment Company Ltd., in conjunction with Huwood Ltd., of Gateshead, has also secured a further order for a complete face of 280 short ton supports of a special design.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964 by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

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BOLIVIA

Pharmaceutical list to be prepared

THE BOLIVIAN Government, by Supreme Resolution No. 152499 of April 23, 1970, has reconstructed the Technical Qualification Commission, created by Supreme Resolution No. 145701, under the supervision and control of the Ministry of Health.

The Commission will be charged to draw up a list of national and imported pharmaceutical products in order to determine whether they are similar or not and to study the effect of allowing or prohibiting their importation.

Raw materials and generic products, whether for manufacture or for preparation, will not be considered similar to national products if they are bound for laboratories to be installed in the country.

The classification of pharmaceutical products, whether similar or not, will be subject to the decisions which the Government adopts in relation to the agreement of lists of tariff reductions and others emerging from the Cartagena Pact (Integration of the Sub-Regional Andean Group) and to those which might be signed with entities, Governments and international bodies.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following sub-paragraph to Item 82 (Machinery and Equipment): '(xvi). Road construction and paving equipment.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474/6).

UNITED STATES

'Cents-off' and similar reduced price promotions

THE *Board of Trade Journal* of June 3, 1970 gave notice of proposed amendments to regulations for consumer commodities regarding reduced price promotions. The time for filing written comments has now been extended to September 1, 1970.

Further details about this notice may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR. 17/7/70.

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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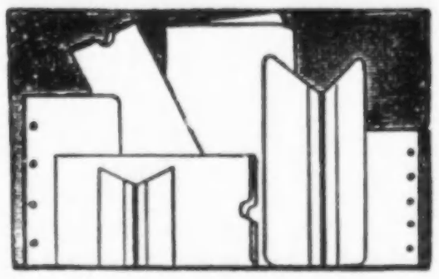
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720434 X

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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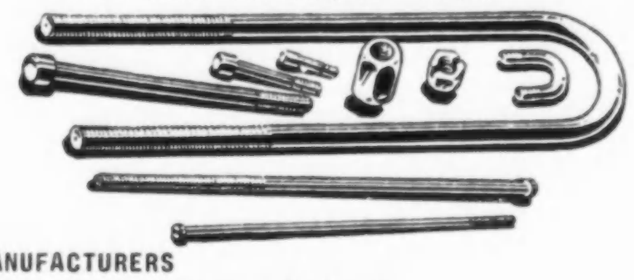

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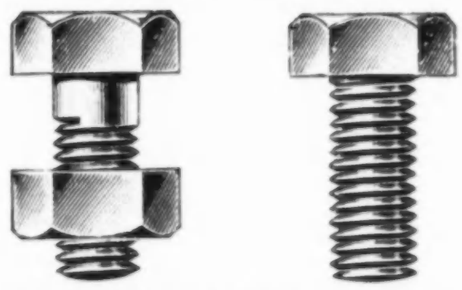

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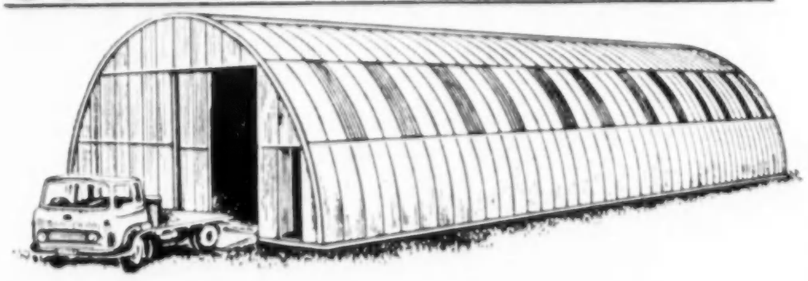

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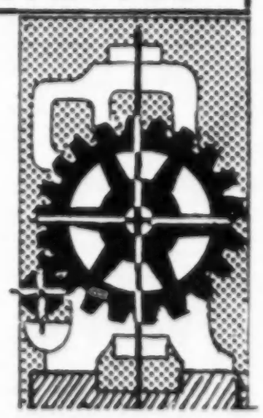
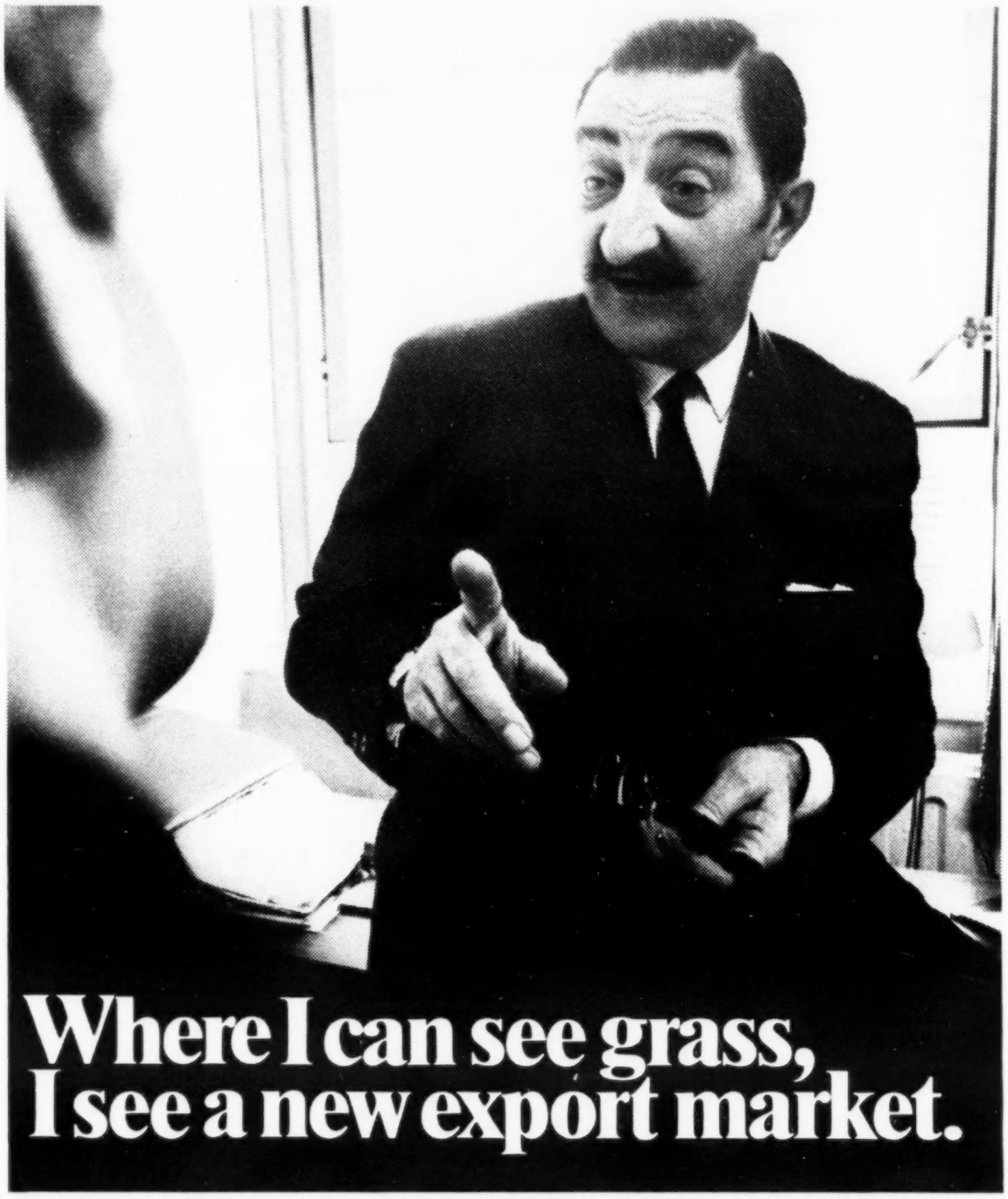


LEYLAND ENGLAND



Where I can see grass, I see a new export market.

Eight years ago, the air-cushion lawnmower was no more than an idea. Yet today tens of thousands are manufactured at a plant in Co. Durham for the British market and for export to 30 countries. We discussed some of the reasons behind this success with company chairman Mr C. H. B., (above right), whose selling efforts took him four times round the world last year.

Interviewer: You began marketing from scratch in 1964, and two years later your overseas sales alone were over the half-million pounds mark. How did you do so much so quickly?

C.H.B: We began with a very good product. We were confident that the market for power mowers had tremendous growth potential. We made the right decision to centre our manufacturing in a U.K. development area where we could also find good engineers. And we took on top marketing people for selling overseas.

You planned to go all-out for exports right from the start?

C.H.B: Indeed we did. The British market was very important to us, but we could see even bigger potential in Europe. In the early sixties, Britain accounted for 45% of the entire European motor mower market. Now Germany alone is almost as big as Britain, and we have a good share of this expanding German market and of most other markets in both EEC and EFTA.

Have you gone into markets beyond Europe?

C.H.B: We're selling well in Asia. Malaysia and Singapore are very good – plenty of grass and ideal terrain for our mower. We're market leaders in Japan, where we've benefited from the golf boom. We're expanding in Australia, the West Indies, Africa and South America. The next big step is North America.

Fast development overseas can lead to financial problems. Your ECGD cover has helped you here?

C.H.B: A big default in the early days could have been disastrous. We were new boys, and we could have easily slipped up. ECGD insurance took care of that kind of worry. Our having an ECGD policy was also a very good influence with the banks.

And as you move into new markets, you appreciate ECGD cover against other types of risk?

C.H.B: There's always the possibility of a country running into currency difficulties, and there are political risks, too. If we had to worry about all these hazards we might not export much. But with ECGD cover we can be much more adventurous.

What are your future plans?

C.H.B: Each year more grass is laid down in the world and there's more mechanisation of grasscutting. Our aim is to keep ahead with product development and to take an increasing share of the increasing market.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks – and can also help you to reduce the cost of export finance. They can cut your risks, and leave you free to get on with the job of export selling. Contact your local ECGD Manager.

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